1878—FOR 52 YEARS THE CANNED FOODS AUTHORITY—1930

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Vol. 53 | Published at BALTIMORE, (every) MONDAY, SEPTEMBER 1, 1930 | No. 3

TUNING IN ON A NEW FORCE

Day by day lithographed containers play a greater part in the canning industry. Day by day new products and manufacturers heartily endorse their use.

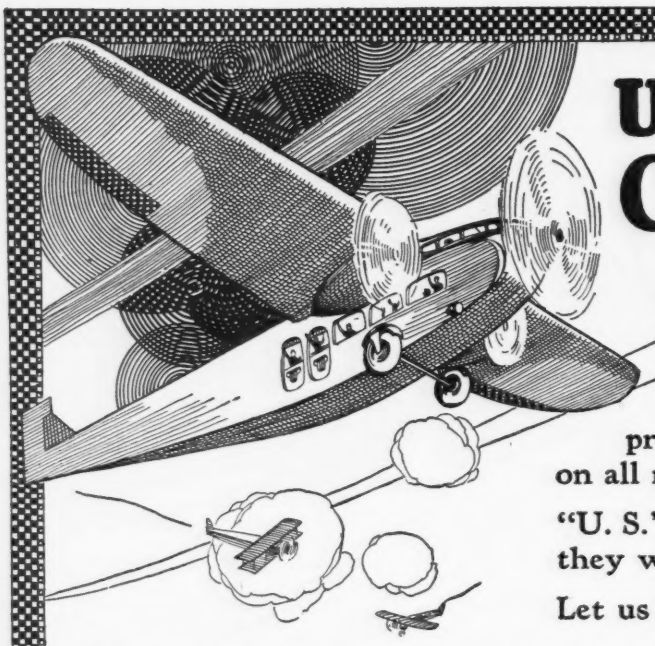
To sell, to vividly portray quality, to create a better and more positive means of brand identification—these are the promises lithography holds out to canners today. There are certain products and specialties to which lithographed containers are ideally suited. What they mean to the selling success of your particular product is a worthwhile subject that the American Can Company would like to discuss fully with you.

Here in our laboratories and factories we have studied lithography for years. We have submitted it to various conditions and cooking temperatures. Developed it. Experimented with new uses. In the light of all this accumulated study we have been able to bring Canco lithography to a stage of excellence that we think you will look long to equal.

With striking and colorful lithography, Canco containers place products in a position to capture greater attention and sales. Their possibilities for your product is a subject to investigate. They may be the one factor needed to spur sales to a new high level.

AMERICAN CAN COMPANY

CANCO



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Proper packaging is among the most vital of merchandising problems. "U.S." Salesmen are experts on all matters pertaining to labels.

"U. S." Labels speed up production because they work right on automatic labelers.

Let us be your label counsellors.

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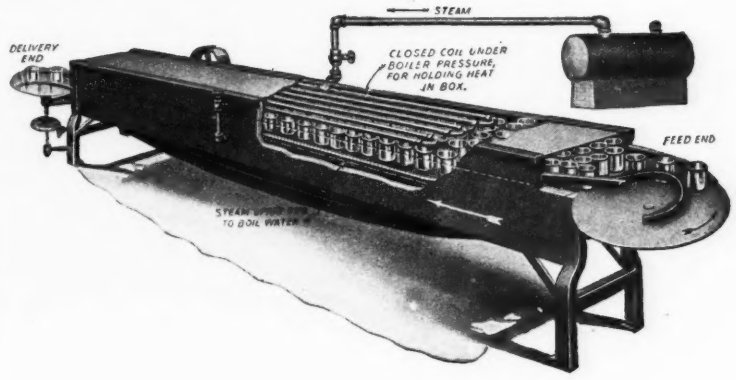
It is unsafe to create or use any trade name without an exhaustive search of every registered and unregistered trade mark in existence. Consult our Trade Mark Bureau. The service is free.

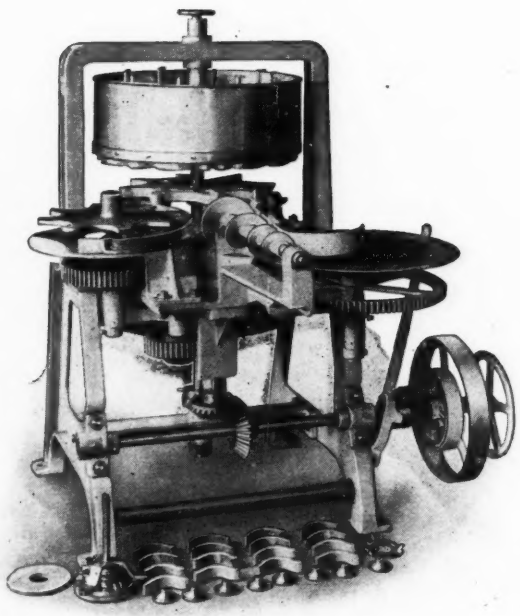


AYARS Universal Hot Water Exhausters

No steam spray to bleach the fruit.
Closed coil with boiler pressure giving 212° heat over cans.
Straight line—small floor space.
Hot water exhaust is necessary.

Takes all size cans without any adjustment.
Made in sizes to suit your requirements.
Moderate cost.

Give us length of time you want to exhaust and capacity required and we will be glad to quote on machine suitable for your requirements.



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For Filling—Tomato Pulp and Puree—Clear soups etc.
For Syruping—Fruits etc.
Has no air vent stems to damage fruit.
Designed for high speed.
Belt drive or direct connected.
Fills absolutely accurate.
No Can No Fill.
Rapid Valve.

Prices on Request.

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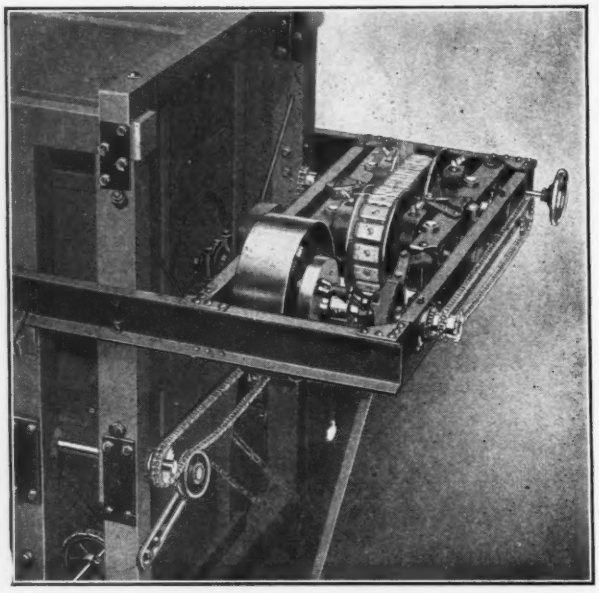
Salem, New Jersey



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MAXIMUM CAPACITY AT ALL BEATER SPEEDS

CONSTANT speed drive to *REEL* thru roller chain and live travellers mounted on *TIMKEN BEARING SHAFTS.*

VARIABLE speed drive to *BEATER CYLINDER ONLY*

Patented March 15, 1928
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Robins Dependable Canning Machinery Since 1855

Closed Retorts

Robins Pumpkin Steamer
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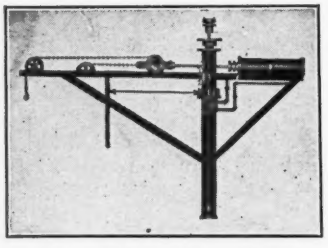
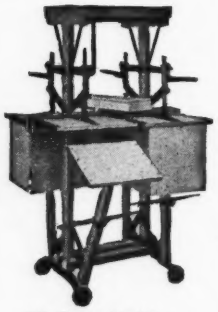


Robins Circle Steam Hoist



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Enamel Buckets
Plain or Numbered

A. K. ROBINS & COMPANY, INC.

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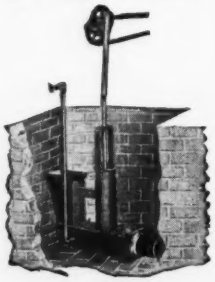
Lombard and Concord Sts., Baltimore, Md.

Manufacturers of
CANNING MACHINERY AND SUPPLIES

Write for Our Three-Hundred and Thirty-five Page Catalog

WE FURNISH COMPLETE PLANTS FOR VEGETABLES, FRUITS, SEA FOODS, ETC.



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By river... or by rail

In the heart of a great agricultural district . . . where river and rail meet . . . the Heekin Can Company occupies a strategic position for ease of shipping. Heekin owns its private river-rail-terminal where metal comes, in barges, to be lifted into freight cars and shunted to the big Heekin factories. Everything that can possibly enable us to render a close, personal service to the canning industry is available at the Heekin factories. The Heekin Can Co., Cincinnati, Ohio.

HEEKIN CANS

QUALITY LABELS

ARE MADE BY

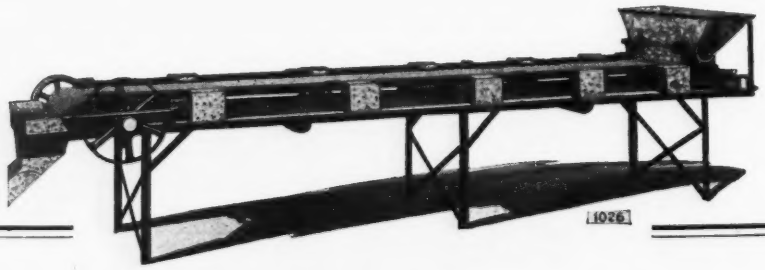
THE HOUSE OF STECHER

We excel in Designs of Artistic Merit

Our Labels are the Highest Standard for Commercial Value

Ask for our Superior Line for your Fancy Grade.

Stecher Lithographic Co.
Rochester, N.Y.



If All of the Monitor Picking Tables in Use

were placed end to end in a straight line, it would require some journey to travel the distance.

And if they were all in operation, they would be found giving perfect satisfaction.

Do not overlook the special hinged side rail feature. This rail covers the edges of the belt on both sides. When you are cleaning up, you can fold it back out of the way, allowing perfect cleansing of the parts of the belt. We recognize the necessity of this.

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ARTISTIC
LABELS

PLAIN.
VARNISHED.
EMBOSSED.

THE
SIMPSON & DOELLER
CO.
BALTIMORE, MD.

Let Us Fill Your Canning Equipment Needs

Berlin Chapman standard equipment is efficient and well built, backed by years of successful experience in designing and building. You can fill your equipment requirements from one source.

Write Us.

BERLIN CHAPMAN CO., Berlin, Wis.

BERLIN CHAPMAN
CANNING MACHINERY
A Single Unit or A Complete Canning Plant

ACCURATE PEA GRADES

Mixed sizes in the can is a trouble eliminated by users of the

HYDRO-GEARED PEA GRADER

Resulting in a better profit thru the proper placing of the smaller sizes of peas.

Other impressive features include:

LARGE CAPACITY

THOROUGH WASHING
improving the quality

ACCESSIBILITY of SIEVES

SMALL FLOOR SPACE

Write for circular

The Sinclair-Scott Co.
Wells and Patapsco Sts.
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FINDLEY'S

Pastes
Glues
Gums

For every purpose.

Write for samples and prices

The F. G. Findley Company
387 Tenth St., Milwaukee, Wis.

Sell More Canned Corn

Packers are generally recognizing that increased demand for canned corn is best stimulated by constantly improving the quality and fairly labelling their packs.

One can of good corn helps sell another.

More and more progressive Canners everywhere find in Continental plain and enamel lined cans, unequaled closing machines, laboratory research and service, a combination which is helping them to meet the exacting demands of modern merchandising.

CONTINENTAL CAN COMPANY INC.

Executive Offices: NEW YORK: 100 East 42nd St. CHICAGO: 111 West Washington St.
SAN FRANCISCO: 155 Montgomery St.

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"It's Better Packed in Tin"

1905—CONTINENTAL'S SILVER ANNIVERSARY—1930

THE CANNING TRADE

THE JOURNAL of the CANNING and ALLIED INDUSTRIES

Established 1878

THE CANNING TRADE is the *only* paper published exclusively in the interest of the *Canned Food Packers* of the United States and Canada. Now in its fifty-second year.

Entered at Postoffice, Baltimore, Md., as second-class matter.

TERMS OF SUBSCRIPTION

One Year	$3.00
Canada	$4.00
Foreign	$5.00
Extra Copies, when on hand, each,	.10

Advertising Rates Upon Application.

PUBLISHED EVERY MONDAY
BY
THE TRADE COMPANY
ARTHUR I. JUDGE
MANAGER AND EDITOR

107 SOUTH FREDERICK STREET
BALTIMORE, MD.

Telephone Plaza 2698

Make all Drafts or Money Orders payable to THE TRADE COMPANY.

Address all communications to THE CANNING TRADE, Baltimore, Md.

Packers are invited and requested to use the columns of THE CANNING TRADE for inquiries and discussions among themselves on all matters pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored.

ARTHUR I. JUDGE, *Editor.*

Vol. 53 BALTIMORE, SEPTEMBER 1, 1930 No. 3

EDITORIALS

OUR SUPREMACY THREATENED — To the French is due the credit of having discovered the art of canning, but it was these United States that developed this art into a commercial being and forced the attention of the whole world to its wonderful possibilities. Underlying this, of course, was the unusual appetite of Americans for not only plenty of food, but for a vast variety, such as is not indulged in by any other nation on the face of the globe. Shortly after M. Appert perfected his method of preserving foods in all their naturalness America started, and so our industry dates back into the early 1800s, and that we now put on the market annually close to seven billion cans of foods of all kinds, attests to the development. That figure is easy to read, but hard to realize, for a billion is a "heap" more than you suppose, and difficult to picture in the mind. It is possibly six billion more cans of foods than all the rest of the world combined produces. That may help you visualize it.

The great war taught the nations of the earth the real value of canned foods, and ever since then one nation after another has sought to introduce this business into its own scheme of economics, and rapid progress is being made by some of them, notably England and the British Empire. But it remains for Soviet Russia to lay plans for the introduction of canning into that great and vast country on a scale which dwarfs the present development of the canning industry in America today.

Possibly you read the article on page 25 of last week's issue of The Canning Trade, entitled "Development of the Soviet Canning Industry," and noted that they have laid out a plan which calls for the production of four billion cans by the year 1932-33, and to bring that to six billion cans the following year, 1933-34. And this is not mere paper talk. They placed orders for over $35,000,000 of canning machinery and supplies during the past year, and they are now at work erecting the plants and getting ready to put into force the operation of them. Men from this industry are in Russia today supervising this work, and experts are to be put at the head of the business to make sure the results aimed at. You should know that this is all state work, the canneries and their entire operations coming under government ownership and control, from the growing of the crops to the selling of the finished product, and of course including the purchase of the plants and their erection. Soviet Russia is socialism developed to the Nth degree, the government owns everything and everybody, and all share alike in it, or are supposed to do so. Events seem to show that those entrusted with the governing of those people and of this job, the actual rulers as they might be termed, have proved to be hard taskmasters, harder than the Czars ever dared to be, and they count confidently, therefore, on being able to carry out their plans to the letter. For instance, to make available the necessary money to buy the canning plants and to start this great canning industry, as one of other industries in their midst, they had to force the inhabitants to almost starvation to commandeer the lands, and make them produce the crops that could be turned into this money. We cite this not as a criticism or comment, but to show that their intentions are not based upon the possible dreams of independent canners, the "hopes" that seem to be inherent in those who enter the canning industry, but have the weight of the combined country at their back. The founders of this system of government and method of living have dreamed a paradise on earth, but whether or not they will achieve their objective remains to be seen; but at present they are going strong.

In the article mentioned they divide the canning of foods into prearranged classes, as for instance they intend to devote their energies to packing the following percentages of foods: Tomatoes, 24 per cent; all other vegetables, 25 per cent; meats, 19 per cent; fruits, 6 per cent; fish, 18 per cent; milk, 5 per cent; and all other items 3 per cent, making the grand total of the year's canning, or 100 per cent. There is a thought in that which canners in this country might well ponder. Wonder how our actual production compares with that

table? And is that a well-balanced table? At least it denotes thought and decision before entering upon the undertaking, and offers a definite basis of procedure which was certainly lacking in the haphazard manner in which this now great industry developed in this country. Like Topsy, we just grew; but the Soviets do not proceed in any such rash manner.

Can they do it? There are several angles to that question. From the point of view of money and the ability to enforce their wills, let's say they can. But can they grow sufficient crops, and of the kind right for canning? If they can do that in two years the American canner and cannery crop grower, and all the scientific experts in that line, will feel like the proverbial "boobs" if they can. They do not know the first rudiments about growing food crops on a scale large enough to keep their planned canneries going. They will have to literally, and not jestingly, begin from the ground up in that matter of cannery crop growing, and the strong arm or much money will not relieve them from this necessity. But let's grant them another miracle, and say they will do that.

The Russian public has been, possibly, the poorest fed nation on earth, always has been, and it has been worse with them since the regime of the Soviets than ever before. They use fewer and commoner foods than the average American can even imagine. In numbers their public is vast, but can it be educated to use canned foods to the same percentage as do Americans now, and all this in two years? There the dream runs upon its awakening point. You can't change a people's habits of eating in a short time, nor even in a fairly long time, not even if you give them the food. It takes years to change public taste and to teach it new food methods. The American is an experimenter in his foods; likes to try new dishes and news ways, and has the money to do it. Yet we have not educated one-half of our people to eat canned foods in the one hundred years we have tried. What can be expected of Russia in two years?

That brings us to the point: they do not expect to eat the product of their canneries, they expect to sell it to the world at large for less money than any other nation could possibly produce it. We need to develop an extensive export for our canned foods. What chance have we if Russia goes through with its already half working cannery plans?

We have difficulty developing export demand for our canned foods with even the most advanced and the most financially strong nations. What, then, can Russia do with its proposed increased production of canned foods?

The falling off in exports of canned foods is plainly noticeable. A government report just issued says:

> "July exports of canned and dried foodstuffs showed material declines in all classifications from those of the corresponding month a year ago, according to figures compiled today by the Department of Commerce.
>
> Shipments during the month included 957,320 pounds of canned meats, valued at $351,259, against 1,711,475 pounds, valued at $541,590, in July, 1919. 7,121,892 pounds of dairy products, valued at $888,674, against 11,029,781 pounds, valued at $1,616,054; 4,513,003 pounds of canned vegetables, valued at $459,865, against 7,512,367 pounds, valued at $843,959; 13,435,834 pounds of dried and evaporated fruits, valued at $799,088, against 14,764,475 pounds, valued at $905,295, and 11,875,883 pounds of canned fruits, valued at $8,262.358, against 16,154,756 pounds, valued at $1,643,730."

We have always been concerned only with our own affairs; but supposing the crops—and the packs—had come through this season as originally planned! What could we have done with the surplus?

We are forced to look further, to what the world is doing in canned foods.

FRESH FRUITS IN CANNED FORM

From American Housewife's Bureau

THERE are sometimes unaccountable twists in consumer buying habits, which occasionally upset even statistical compilations. Several years ago many retail merchants who cater to fashion caprices in the matter of feminine apparel, made up their minds that women would buy value rather than fashion. It cost many of them considerable to find that even those women who cannot buy quality STILL want to be fashionable, and will buy fashion rather than value.

So it is with foods. Many retailers figure that in summer (the natural season for fresh fruits and berries) less canned fruit and berries will be sold. So the raw fruits and berries are featured conspicuously under the customer's nose, while the canned fruits and berries repose modestly on their shelves, where the customer usually has to look for them if she wishes to buy them.

But it's a curious fact, curious because unexpected, that the sale of fresh fruit in cans INCREASES at the very time, when those particular fruits are in season! The fresh fruits in season at this time of the year include such delicious treats as peaches, pears, apricots, cherries, pineapples, and such berries as blackberries, strawberries, raspberries. Why not make a prominent display of these particular fruits and berries in cans, so that the customer who wants them will find them easy and not hard to buy? Why not capitalize on the fact that sales of these important commodities increase in the very season when the raw fruits are popularly supposed to occupy the center of the stage?

Some of the reasons for the increase of sales of canned fruits during the warm weather are probably these, which every housewife knows, if not every grocer who caters to her.

The canned fruit is already cooked, thus being much easier to handle in making such desserts as ice cream, ices, gelatins, whips. A can may be put into the ice box in the morning, be opened at dinner, cooled, delicious, and all ready for its contents to be eaten "as is," whereas if fresh fruit is used it must be peeled, cored or hulled or otherwise prepared for the table.

If the best quality of canner fruit is purchased it may be evenly and beautifully frozen, to serve as salad on lettuce leaves, or a delicious frozen dessert, sliced and served with sweetened whipped cream.

Quick and delicious fruit shortcakes may be made with chilled canned fruit, cake layers purchased at the grocer, and whipping cream. The housewife quickly opens the box containing the layers, spreads them with chilled canned fruits, over which she pours some of the rich syrup, on top of which she spreads the whipped cream, and lo and behold, a delicious cake is ready to be served!

These things the housewife knows and BUYS canned fruits when that particular raw fruit is in season. Capitalize this fact by helping her to buy more canned fruits, through making it easier for her to see them and think of them.

Keeping Control

WHAT a tough break it is when any unit in a production line gets beyond control.

Imagine the mess you'd be in with your filler or your closing machine if they didn't keep absolute control of the cans in—and thru—and out.

So it is with husking and huskers. Early in our husker building experience we learned a vital lesson—that to get uniformly good husking—constant production without stopping to remove clogs—the ears of corn must be continually under control—into and thru and out of the husker.

Which is the reason there has never been a Peerless Husker that relied on chance or gravity in any way. They have always had a forced feed and a forced discharge—thorough control of the ears all the way thru—just one reason why nine of every ten huskers now in use are Peerless.

Controlled husking has reached its zenith in the Peerless Super Husker. Controlled feed—controlled discharge—and now actually a controlled husking operation, for in the Super an almost human Geneva Gear arrangement stops and holds each ear of corn first in contact with one pair of rolls then with another. Thus, a quality of husking attainable in no other machine has been made possible by this new, truly SUPER husker made by Peerless.

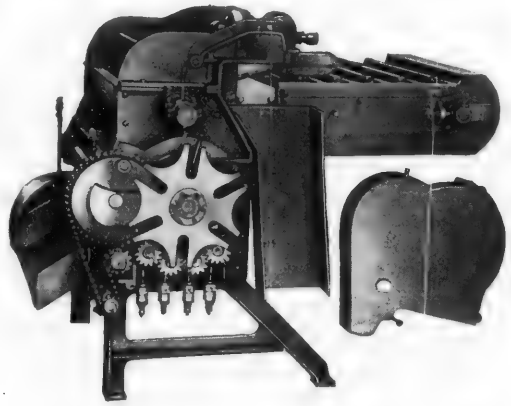
Write us today for full information and a proposal on exchanging your present huskers. Just state their make, age and number.

Sprague-Sells Corporation

Division of

Food Machinery Corporation

308 West Washington Street Chicago, Ill.



Peerless Super Husker
Showing the "Almost human Geneva Gear" that makes "Controlled Husking" possible

Here's The Answer

to the problem of maintaining canning plants and equipment clean and sanitary at all times.

Do as hundreds of other canning plants are doing and clean regularly with

Wyandotte
Cleans Clean
Sanitary Cleaner Cleanser

This pure and dependable cleaner will help you on even those dangerous days when high temperature threatens the quality of your pack.

Wyandotte Sanitary Cleaner and Cleanser cleans so thoroughly and rinses so perfectly that preventable causes of "flats and sours" are entirely removed.

Ask your supply man for "WYANDOTTE"

Do You Do Peeling ?

If you peel peaches, apricots, grapefruit, or process olives, you will be interested in complete information on Wyandotte Canners Alkali. Write this office.

THE J. B. FORD CO.

Sole Mfg.

Wyandotte, Michigan

Crop Reports

Condition of Canners' crops as reported direct by Canners. You need this kind of information, and should appreciate its value. Contribute your share and keep this column up to the minute. We urge your co-operation and invite your communication.

TOMATOES

Green Forest, Ark., August 20, 1930—Acreage increased 20 per cent; yield about 50 per cent of normal. Prospects of about 50 per cent of normal pack account of damage by drought and heat.

Hollister, Calif., August 20, 1930—Good prospects at present, but it depends on the season.

Isleton, Calif., August 19, 1930—We have practically same acreage as last year, but from present indications will have double the tonnage. Expect to start packing about September 1st.

Indianapolis, Ind., August 25, 1930—At our Lebanon plant prospects are about 90 per cent normal crop per acre. At our Ladoga plant prosects are about 75 per cent of normal yield per acre.

Leisure, Md., August 26, 1930—Acreage normal Vines looking good but general complaint is there are not enough tomatoes set on the vines. Factories just starting; some have not started yet. Has the appearance of a 75 per cent pack.

Logansport, Ind., August 25, 1930—About 55 per cent of a pack account of dry weather, but quality is good.

Sykesville, Ind., August 26, 1930—Quality fine. Vines are dying for want of moisture; has been dry for ten weeks. The moisture is too far below the roots; if we could get rain soon, and plenty of it, we might get a 50 per cent pack.

Elijah, Mo., August 19, 1930—About 10 per cent increase in acreage. Crop severely injured by drought and hot weather. Pack estimated at 50 per cent below normal.

Everton, Mo., August 25, 1930—Acreage about normal; yield about 50 per cent.

Marshfield, Mo., August 25, 1930—We have about 20 per cent more acreage than last year, but will not have more than 50 per cent of a pack. Will have to have favorable weather from now on if we expect to get the 50 per cent. We will not get normal pack this season, based on the five-year average. The late vines are so small they cannot produce a crop, and the early plants did not set a full crop on account of so much heat. We are not getting as many tomatoes this week as we did last week; it may be better about September 15th. Worms are eating vines and also tomatoes in several fields. Cannot say just what will be the outcome.

Rogersville, Mo., August 24, 1930—We have a good, big acreage, but are having, and going to have, a small yield on account of drought. Looks like a 60 per cent average crop of normal years, about two to there tons. Quality fair. Quite a few sunburnt tomatoes prior to the rain; some better since the rain. Worms are bad, eating foliage and blossoms.

Clyde, Ohio, August 25, 1930—Another Monday finds the industry still floundering around in the chaos brought by the drought. Fairly good in some limited territories, but in most sections the quality of the first picking looks like the tomatoes usually received at the last picking.

Delta, Pa., August 25, 1930. Acreage normal. No tomatoes received at canning factory yet. Vines look good and fruit on vine is of good size and quality. Some growers complain of small number of tomatoes to vine, but we think on the average crop looks fair to god.

New Freedom, Pa., August 25, 1930—We have had no rain to relieve the drought except a few light showers that temporarily wet the surface of the ground, and one day possibly penetrated two inches. Most of the early tomatoes are either sunburnt or developed dry rot, and many of the early blossoms were burnt by the heat and fell off. The recent showers have slightly improved them, and we are still hoping for a 50 per cent crop, although our receipts to date have been extremely disappointing. A good soaking rain now and a late frost will help. Unless we have favorable conditions from now until the end of the season, and a late season, we fear 50 per cent will overestimate our crop.

Union City, Tenn., August 26, 1930—We had about 225 acres contracted and got all out. We usually have 250 acres, but because of the drought our crop is cut 75 per cent.

Lithia, Va., August 23, 1930—The acreage in this section is about 100 per cent, but the crop is very short, due to the serious drought. In fact, the canneries have done very little, and unless we get rain in the very near future we will not have 25 per cent of a normal crop. All crops in the county have been cut very short by the continued dry weather and grass is completely dried up.

CORN

Indianapolis, Ind., August 25, 1930—Our Ladoga plant will run approximately 50 per cent of normal yield per acre. Our Brookston factory will run about 80 per cent of normal yield per acre.

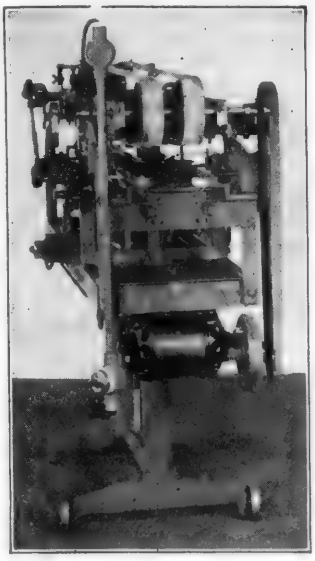
Logansport, Ind., August 25, 1930—No early corn at all, but late corn don't look so bad.

Shelbyville, Ind., August 26, 1930—Nothing to speak of; about 15 per cent.

Fryeburg, Me., August 25, 1930—Our crop conditions are good; never looked better. Our yield must be up to normal if we do not get an early frost. We have 100 acres this year, as compared with 150 acres last year.

Utica, N. Y., August 25, 1930—Has suffered very badly throughout the state for want of rain, and a great deal of it has not recovered. We had a long, slow rain on the 23d, which will be very beneficial to all crops, but we estimate that the pack in this state cannot exceed 50 per cent.

Chillicothe, Ohio, August 27, 1930—Weather is still cool, but we haven't had any real rains yet. The soil sub-strata here in this country is so hard I am afraid many of the heavy rains we may have later will run off



"KNAPP LABELERS

are easy to operate"

—say hundreds of Operators.

Simplified in design, yet equipped with parts to meet every labeling condition, the 1930 type Knapp Labeler will give you 100 percent good labeling–easily, rapidly and most economically.

Wire at our expense

LABELERS Knapp BOXERS

The FRED H. KNAPP CORPORATION

GENERAL OFFICE AND FACTORY
RIDGEWOOD, NEW JERSEY

"Seven to Ten Percent More Cases Per Tank!"

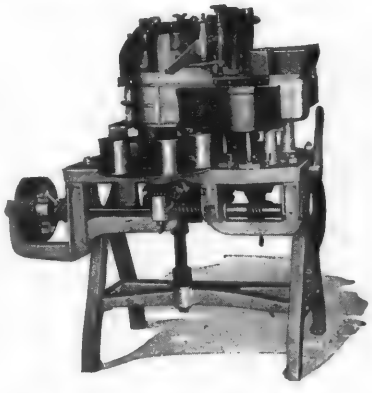
That is the testimony of kraut packers who use the Hansen Automatic Kraut Filler. The increase in cases of canned kraut per tank is effected by a mechanical measuring device that **accurately measures** the amount filled into each can. The Hansen Automatic Kraut Filler handles **hot kraut,** measuring, brining, topping and filling **sixty cans per minute** with **one operator.** Because the kraut is handled hot and cans are correctly filled, sealing and cooling are the only additional operations. Accurate filling and pre-heating practically **eliminates flippers.**

The Hansen Automatic Kraut Filler is also adaptable for filling bean and bamboo sprouts. Write us for detailed information.

HANSEN CANNING MACHINERY CORP.
CEDARBURG, WISCONSIN

MASTER-BUILT TRADE HANSEN MARK MACHINERY
Reg. U. S. Pat. Off.

HANSEN AUTOMATIC



SOUR KRAUT FILLER

before they can soak into the ground. It seems as if it will require a year or more of normal rainfall before the ground will be back where it was before the drought began.

Clyde, Ohio, August 25, 1930—Some canners started because it was the time of the year to do so and have quit. Others harvested as much as one-fifth ton to the acre on land which under usual weather conditions produces two and a half to three tons.

Lebanon, Ohio, August 25, 1930—35 per cent of a crop. Cost of canning much larger than any year of the past six.

Lebanon, Ohio, August 25, 1930—Several of the canning factories started operations last week. It was soon discovered that the early corn was yielding approximately 15 cases per acre, and in some instances as low as 11 cases per acre. Canning will be very light for the next ten days, and it is hoped that recent rains may help the later planted corn. However, it is generally estimated that the pack in Southern and Southwestern Ohio will not exceed 25 per cent of normal pack.

Norwalk, Ohio, August 25, 1930—Packing at present. Crop not running over 10 per cent of normal. Shortest on record.

Delta, Pa., August 25, 1930—Car acreage about 110 per cent of last year. The yield per acre on corn that we have canned to date has run about 1½ tons, number of cases to ton have been poor compared with normal. Very hard to get a good grade; kernels mostly dried and tough.

Fawn Grove, Pa., August 25, 1930—Due to drought yield will be very poor.

Hanover, Pa., August 25, 1930—Practically nothing left to report on. We never had such poor crops or dry season.

New Freedom, Pa., August 25, 1930—The nearest to a total failure that anyone ever saw. Corn needs plenty of moisture when the tassel forms and it was frightfully hot and dry at that time. We are hoping we will have 10 per cent of a crop of sweet corn, but we will not know positively until the end of the season.

PEAS

Shelbyville, Ind., August 26, 1930—Small acreage; 50 per cent yield.

Fredonia, Wis., August 26, 1930—All packed at this time. Fair crop! very nearly the same as normal years. Alaskas 78 cases per acre. Sweets 81.6 cases per acre. About 75 per cent crop.

BEANS

Logansport, Ind., August 25, 1930—Green: About 55 per cent on account of dry weather.

Shelbyville, Ind., August 26, 1930—Small acreage; 25 per cent yield. All crops are in bad enough condition. Drought exceedingly bad.

Utica, N. Y., August 25, 1930—Much of the crop is already beyond redemption, but the late plantings will be greatly benefited by the rains of the 23d.

New Freedom, Pa., August 25, 1930—Limas: We may have 50 per cent of a crop, but we are not sure. We have already bought canned limas from other canners to help us make delivery.

Fredonia, Wis., August 26, 1930—Season about half over at this time. Yield is very poor, especially for first three weeks. The past week has shown a slight improvement. Expect about 40 per cent crop.

CABBAGE

Utica, N. Y., August 25, 1930—Domestic cabbage for kraut is in a very bad way, and will not only be a short crop, but of poor quality. The Danish may be much better, but it is yet too early to estimate the crop.

Clyde, Ohio, August 25, 1930—Becoming more disappointing every day.

BEETS

Fredonia, Wis., August 25, 1930—Outlook is quite fair. Will be about 70 per cent crop. Yield will be lower than normal years unless a good rain or two sets in.

CUCUMBERS

Clyde, Ohio, August 25, 1930—Becoming more disappointing every day.

FRUIT

Hollister, Calif., August 20, 1930—Apricots: The crop has been light in our district. About 55 per cent of the 1929 crop. Canners packed very light, a great portion of the crop being dried.

Cling Peaches: A good crop; same as the 1928 crop. Large portion going to waste.

Pears: 100 per cent crop; 40 per cent of the crop going to waste. Canners not interested in canning the crop on account of lack of interest on the part of the buying trade. All fruits being permitted to go to waste quite heavily. Look for a pack below normal.

NEW SALMON TERMINAL AT SEATTLE

AUGUST 1st the Luckenbach Steamship Company, Inc., opened their new eastbound terminal at the port of Seattle's new salmon warehouse, Pier 40.

This is without doubt the most ideal terminal for the intercoastal trade. It is by far the largest in the country, with a berthing space of over a mile, the exact footage being 5,810 feet. There are 3,239 feet of berthing space alongside of the storage sheds, which are almost all double-deck sheds so constructed that cargo can be loaded direct to or from steamer from each level.

The terminal is equipped with eight rail tracks having a total footage of approximately 3½ miles. There are several locomotive cranes and a 100-ton Shear leg derrick. A huge vegetable oil storage is buried under the dock. The entire plant has a perfect sprinkler system with two sources of supply. The protection is reflected in the insurance rate of 24c per $100 valuation on contents.

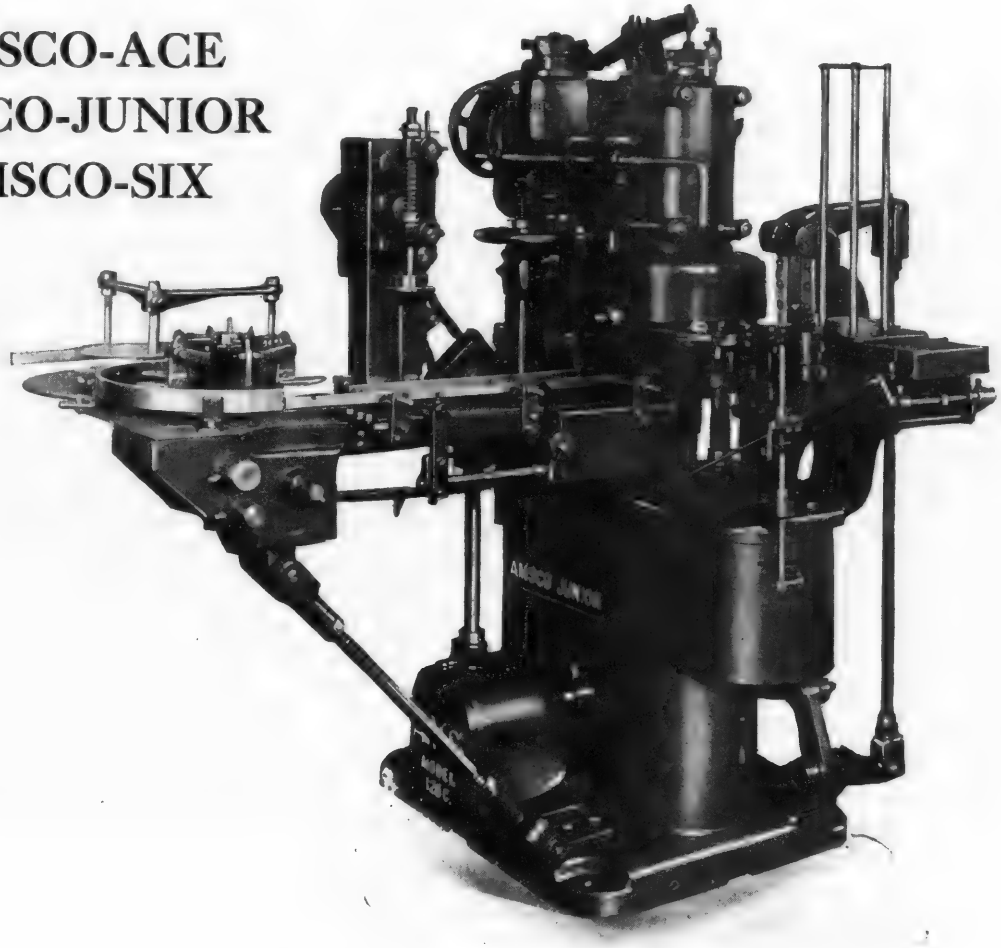
All the above figures are huge, but when it is realized that this terminal covers a total of 18 acres, with an open space of 11 acres, and a covered storage of 10½ acres, making a grand total of 21½ acres, due to double decking of the four canned salmon storage sheds, one begins to visualize the size. Again, as a matter of comparison, picture the salmon storage sheds, which are only a part of the huge plant, with a capacity of 72,000,000 cans of salmon, or better than a can apiece for every man, woman and child living close to seaboard around the United States.

A NEW BROKERAGE HOUSE

Announcing the formation of a partnership between Frank M. Wilson and David House, under the firm name of Frank M. Wilson Company, California canned fruits and vegetables, with offices after Wednesday, August 20, at 112 Market street. Phone Garfield 6056, San Francisco, Cal.

The AMSCO Closing Machines

AMSCO-ACE
AMSCO-JUNIOR
AMSCO-SIX



Amsco Closing Machines meet every requirement—Speed—Dependability—Economy—Non-Spill—Low Up-keep Cost. These famous machines are built in various types to suit all conditions and all output requirements.

Ask your can maker—or write us today for full information.

THE MAX AMS MACHINE COMPANY

Originators of the Sanitary Can—Pioneer Builders of Sanitary Can Machinery

101 Park Avenue **NEW YORK, N. Y.**

Better Profits

A department devoted to the consideration and discussion of sales questions of every kind, and to every phase affecting the sale and distribution of canned foods; therefore, of utmost importance to every canner, because on your sales depends your profits. Improvement in selling methods must result in better profits. Conducted by an Expert of long experience, but whose identity will be kept hidden.

QUESTIONS INVITED, AND YOUR OPINIONS WELCOMED.

A CANNER making frequent visits to New York city writes:

"I see canned fruits and vegetables advertised in the subways and on the elevated station platforms by leading canners. On the theory that they are successful, shouldn't I consider advertising by means of the same medium?"

Those firms advertising in this manner were not always as large as they are at present. They were not always leaders in volume, at least. During their earlier days other methods of advertising were used until they were warranted, in their opinion, in advertising in the largest canned food market in the world.

Advertisers in New York, Chicago, Philadelphia and other large centers of population can count on a part, at least, of their advertising messages being read and remembered by visitors to the market.

This fact is made much of by solicitors anxious to secure contracts for subway, elevated platform, car and bill poster advertising in the larger cities.

The prospective advertiser is told in no uncertain terms, and not only once, but many times, that advertising in the large cities is national advertising, because of the large number of non-residents who will read the advertisements. Seriously, the value of such advertising from a national standpoint is very questionable, in my opinion.

Certainly a canner advertising in the subway cars of New York city because he has some distribution in New York city and wants to get more would not be justified in logically expecting to get distribution in Oshkosh or Walla Walla because an occasional visitor to New York rode in the subway on his way to his hotel with a resulting chance of seeing some of the ads run by the canner.

Advertising of the nature referred to cannot be considered to be anything but "reminder" advertising.

Artemas Ward, Inc., New York city, controlling subway and elevated car cards and posters in that market, show in a current number of their house organ how leading advertisers in their medium are advertising price, and also, in other instances, telling a sales story, but the fact remains such attempts as are illustrated only confirm the generally understood fact that such cards and posters are "reminder" advertising.

When is a canner ready for such advertising?

Only after they have grown up to it, only after they have done everything else in advertising and still have plenty of money with which to continue telling their sales story.

Then, if they are still looking for an increase in sales, with the ready money with which to finance the schedule, should they take on "reminder" advertising.

The comparatively small canner with a background of only a few years of distribution should be content to tell consumers about how to use his product, how good it is, how well users like it and how well satisfied prospective users will be with it if they will only try it once.

A canner in Maine writes:

"Since the drought has so seriously curtailed the pack of corn, I am having trouble in persuading my regular customers to book their usual requirements with me. They keep holding off while new customers who are having difficulty in getting supplies from regular channels are swamping me with orders. I am afraid I will not be able to take care of all the new business offered me and at the same time have corn enough left to supply all of my regular trade until such time as new canned corn will be ready in 1931."

Isn't this a typical situation this year? I'll say it is.

There are still hundreds and hundreds of buyers who refuse to be "stampeded," as they describe it, by tales of extreme drought and shortage of canned corn. Their attitude is that they have always been able to get what they wanted when they wanted it, and are sure the story in 1930 will be no different.

As an industry we are responsible for such an attitude on the part of buyers.

Too many times in the past have we taken a frost in Wisconsin, a spell of warm weather in the Ozarks or excessive rains in the Tri-States, repeated the news to our buyers and attempted to force up the market on the canned food we were anxious to sell.

Sometimes we have been successful, to the buyer's sorrow. Those are the fellows who have said "Never again," and who mean it. No matter how much new business is offered you, no matter how blind your buyers seem to be as far as actual conditions are concerned, or how deaf they are to your stories, protect them just as far as you can.

Some of the new business you are getting no doubt comes from the fellows who were just as unwilling as any in the spring to book futures, but who are now just a little wiser than the rest.

Buyers and canners alike should benefit from the drought this summer. I know it is hard for the canner whose crops have gone to dust without harvesting to believe that any good can come from conditions this summer. But there is one lesson that we should learn from them, one motto we should pin on the wall over our desks or place under the glass on top of the desk.

"It's time enough when the pack is in the can to sell it for less than the cost of production."

Think it over, think of the times last spring when you listened to the whispered stories of what so and so was selling at, and then confirmed futures at a price

Plants of the

PHILLIPS CAN COMPANY

Manufacturers of Packers Sanitary Cans

Division of the

PHILLIPS PACKING COMPANY

Packers of HIGH CLASS FOOD PRODUCTS

CAMBRIDGE, MARYLAND, U. S. A.

PHILLIPS SALES CO. Inc.,

BROKERS and COMMISSION

Canned Foods and Canners' Supplies

Located in the heart of Maryland's great packing industry.
Brokers and representatives desired in all markets.
Packers' accounts solicited.

CAMBRIDGE, MD. U. S. A.

Tuc HUSKER

Built and guaranteed by Fay & Scott

"Quality Has No Substitute"

THE UNITED COMPANY

CONTINENTAL TRUST BUILDING

BALTIMORE ∴ MARYLAND

you know you made for no purpose in the wide, wide world except to hold the business.

Think how much better off you would be today if you had not confirmed. Before Labor Day, 1931, buyers in many cases will realize that the canning industry does not always cry, "Wolf, wolf."

Those who are trying today to buy standard corn at 85c are convinced they should have bought it when offered so freely last spring. Do not place too much dependence on this, however, when you go out next spring to sell your crop for future delivery.

Better remember, instead, the motto I have given above.

"It's time enough when the pack is in the can to sell it for less than the cost of production."

TO INVESTIGATE TOMATO TARIFF RATES

Investigation by the United States Tariff Commission Under the Provisions of Section 336 of Title III of the Tariff Act of 1930.

Investigation No. 28 by the United States Tariff Commission for the Purposes of Section 336 of the Tariff Act of 1930.

Canned Tomatoes and Tomato Paste

The United States Tariff Commission on this 14th day of August, 1930, under and by virtue of the powers granted by law and pursuant to the rules and regulations of the Commission, and in accordance with Senate Resolution No. 324, 71st Congress, 2d session, hereby approves the following form of order of the investigation voted on July 22, 1930, for the purposes of Section 336 of Title III of the Tariff Act of 1930, of the differences in costs of production of, and of all other facts and conditions enumerated in said section with respect to the articles described in paragraph 772 of Title I of said tariff act, namely, tomatoes prepared or preserved in any manner, being wholly or in part the growth or product of the United States, and of and with respect to like or similar articles wholly or in part the growth or product of competing foreign countries.

Ordered further, that all parties interested shall be given opportunity to be present, to produce evidence, and to be heard at a public hearing in said investigation to be held at the office of the Commission in Washington, D. C., or at such other place or places as the Commission may designate, on a date hereafter to be fixed, of which said public hearing prior public notice shall be given by posting the notice thereof for thirty days at the office of the Commission in the city of Washington, D. C., and at the office of the Commission at the port of New York, and by publication once each week for two successive weeks in "Treasury Decisions," published by the Department of the Treasury, and in "Commerce Reports," published by the Department of Commerce, copies of which said publications are obtainable from the Superintendent of Documents of the Government Printing Office in Washington, L. C.

And ordered further, that public notice of said investigation shall be given by posting a copy of this order for thirty days at the principal office of the Commission in the city of Washington, D. C., and at the office of the Commission at the port of New York, and by publishing a copy of this order once a week for two successive weeks in said "Treasury Decisions" and in said "Commerce Reports."

I certify that the foregoing is a true copy of an order of the United States Tariff Commission passed on the 14th day of August, 1930.

JOHN F. BETHUNE, Secretary.

THE 1930 PEA PACK FOR WISCONSIN

TELEPHONE and telegraph wires have been busy for the past week bringing in requests for figures on the total pea pack for Wisconsin. We felt that the market was showing considerable life, and that it might not be advisable to publish a report just at this time. However, after consulting with several members of the board and other Wisconsin canners, we have decided that the general market situation on peas, together with the evident shortage on corn and beans, justified the release of the following report.

We have received detailed reports from 135 plants out of a total of 145 in Wisconsin. These reports indicate that the total 1930 pack for this state will be as follows:

	Cases
Alaskas	4,613,796
Sweets	4,988,267
Total	9,602,063

Cases reduced to No. 2 tins.

Here are some other interesting figures. From our official grading reports covering 45 plants we find the following percentage calculations, which we think are significant and representative of the total pack:

	Fancy or Grade A Pc.	Ex. Std. or Grade B Pc.	Std. or Grade C Pc.	Sub-Standard Pc.
Alaskas	2.9	30.7	64.1	1.7
Sweets	11.9	54.2	33.4	.5

Markets—Prices have taken a decided upward swing this past week. This is more evident on standards and extra standards than on fancies, which in turn reflects the general condition of the consuming public and their lack of ability to buy high-priced food products. Standard peas are firm at $1.00 factory. Standard corn is also firm at $1.00, and will go higher by October 1st. Beans are way short of anticipated yield, and probably will finish up at about 45-50 per cent of a normal crop. Beets also are dropping down in yield and quality with a corresponding upward swing in prices.

So there you are. What are you going to do about it? Don't cut prices in order to make a sale. Don't let anybody kid you about big surplus packs or low prices being offered by your neighboring canners. Don't expect prices to "skyrocket" beyond reason. People will stop buying your product if prices are too high.

H. R. BURR, Executive Secretary.

"PAT" DOYLE NOW WITH FILMASEAL

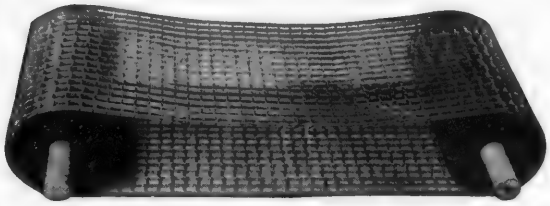
FERDINAND Gutmann & Co. have announced that P. C. Doyle has joined them in their "Filmaseal" sales division.

"Pat" Doyle, as he is known throughout the glass container world, was formerly vice-president and sales manager of the American Metal Cap Company prior to their merging with the Anchor Cap and Closure Corporation.

He was a member of the board of directors of the Glass Container Association and chairman of the standardization committee for a number of years, and particularly active in all of the simplification work carried on in the U. S. Chamber of Commerce.

He has a host of friends who will welcome his return to the industry he knows so well.

HERCULES Sanitary Flexible Steel Conveyor



Used by Canners for every purpose: on sorting tables, scalders, washers, exhausters, etc.

Made of best galvanized ribbon steel.

Standard widths - 12, 18, 24, 30 inches - carried in stock. Other widths, made to order. One inch mesh - also half inch mesh. Strong, durable, labor saving and efficient. Runs smoothly, lies flat and does not climb the pulleys. One hundred percent sanitary.

Made up in one hundred foot rolls, or less. Can be easily taken apart and made into any length conveyor. Extra cross wires supplied with each roll. We know it gives satisfaction - our customers tell us so. Your dealer has it.

Manufactured by

La Porte Mat & Manufacturing Company

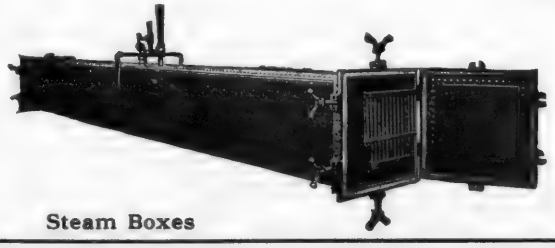
La Porte, Indiana

ZASTROW'S PROCESS ROOM EQUIPMENT

Zastrow Hydraulic, Steam Impelled Circle Crane, radius up to 18 ft.

Improved Process Kettle or Retort 40" x 72" and other sizes.

Process Crates, Standard 3, 4 & 5 tiers. Also Special Sizes



Steam Boxes

MADE BY

ZASTROW MACHINE CO., Inc.

Foot of Thames St.

BALTIMORE, MD.

Crop Conditions August 15th, 1930

By the Bureau of Agricultural Economics, U. S. Department of Agriculture.
Washington, August 23, 1930

Tomatoes for Manufacture

BASED upon prospects of the crop on August 15, the forecast of production of tomatoes for canning or manufacture is now 1,366,330 tons, compared with the forecast of 1,499,430 tons on August 1 and with an estimated production of 1,426,170 tons last year. One a planted acreage 22 per cent larger than that grown in 1929, the indicated production is 4 per cent less than production last season. Compared with the five-year average production for the period 1924-1928, the indicated production for 1930 exceeds this average by nearly 14 per cent, due to the fact that the 1930 acreage is 27 per cent larger than the five-year average acreage. The indicated yield per acre is about one-fifth smaller than the average yield last season, and is one-tenth below the average of the yields during the preceding five years.

Since August 1 a general reduction in yield prospects has occurred in all areas except California, Colorado, Iowa, Indiana and Ohio. The crop in Iowa, Indiana and Ohio had already suffered materially up to August 1, but cooler temperatures and recent showers in many of the tomato-producing sections have apparently prevented further deterioration. The crop in Delaware, Maryland, Pennsylvania and Virginia has continued to decline from lack of moisture. New Jersey and New York have begun to feel the effects of the dry weather, and severe damage is reported from both sections. Further deterioration has also occurred in Kentucky, Tennessee, Missouri and Arkansas, although recent rains in this territory were beneficial to late plantings. Blight has caused additional damage to the crop in Utah. Prospects continue very favorable in California, with indications that this state will produce nearly one-fourth of this season's tonnage.

State	Acreage		Yield per Acre		Production	
	1929	1930	1929	1930	1929	1930
	Acres	Acres	Tons	Tons	Tons	Tons
New York	13,600	15,500	6.3	5.0	85,680	77,500
New Jersey	33,000	40,000	6.5	4.7	214,500	188,000
Pennsylvania	3,420	4,280	4.0	2.4	13,680	10,270
Ohio	10,950	13,690	4.8	4.5	52,560	61,600
Indiana	59,840	81,930	4.2	3.4	251,330	276,690
Illinois	5,440	6,310	3.8	3.4	20,670	21,450
Michigan	1,990	2,410	4.5	3.6	8,960	8,680
Iowa	4,570	6,400	5.5	3.6	25,140	23,040
Missouri	20,940	28,900	2.9	1.7	60,730	49,130
Delaware	13,500	14,180	5.1	3.4	68,850	47,210
Maryland	27,500	28,880	5.1	2.6	140,250	75,090
Virginia	6,840	7,390	3.8	1.8	25,990	13,300
Kentucky	6,820	8,930	3.9	2.1	26,600	18,750
Tennessee	9,200	11,590	2.5	1.8	23,000	20,860
Arkansas	22,600	29,380	2.7	1.9	61,020	55,820
Colorado	1,920	2,210	8.7	8.0	16,700	17,680
Utah	6,180	7,720	9.2	6.7	56,860	51,720
California	41,680	44,210	6.2	7.5	258,420	331,580
Other States*	4,480	6,050	3.4	2.8	15,230	16,940
U. S. total	294,470	359,410	4.84	3.80	1,426,170	1,366,330

*"Other States" include Alabama, Connecticut, Idaho, Kansas, Louisiana, Mississippi, New Mexico, Oklahoma, Oregon, South Carolina, Texas, Washington, West Virginia, Wisconsin.

Snap Beans for Manufacture

The forecast of production on snap beans for canning or manufacture, based upon prospects of the crop on August 15, is 79,850 tons, compared with the forecast of 90,020 tons on August 1, and with a production of 90,430 tons last year. On a planted acreage nearly 17 per cent larger than the acreage grown in 1929 the indicated production is about 12 per cent smaller than last season, due to the fact that the average yield per acres is nearly one-fourth below that of last year. The indicated production, however, is nearly one-half larger than the five-year average production for the period 1924-1928. This is due to the fact that acreage has expended very rapidly during the past two seasons. The average yield per acre indicated on the 1930 crop is one-third below the five-year average yield (1924-1928), and is the lowest on record during the 12-year period in which estimates have been made.

Continued dry weather in the drouth-stricken areas of Delaware, Maryland and Pennsylvania has caused further damage and has shortened the canning season. Later plantings in this area have shown poor germination and are in bad shape, due to lack of moisture. Further deteriorattion of prospects has also occurred in Michigan and Indiana areas. With the effects of the drouth now being felt in New York and Wisconsin, reports on the crop in those sections are very pessimistic. In the Far Western and Pacific Coast States growing conditions remain favorable and good yields are expected.

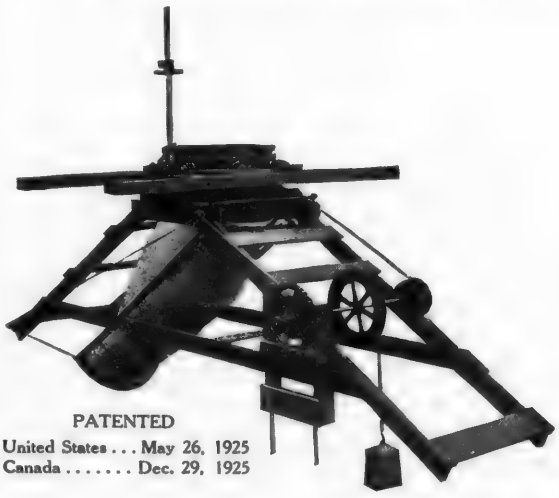
State	Acreage		Yield per Acre		Production	
	1929	1930	1929	1930	1929	1930
	Acres	Acres	Tons	Tons	Tons	Tons
Maine	1,300	1,420	2.1	2.8	2,730	3,980
New York	9,800	11,270	1.5	1.2	14,700	13,520
Pennsylvania	2,720	3,350	1.4	.8	3,810	2,680
Indiana	3,500	3,710	1.0	.6	3,500	2,230
Michigan	5,300	5,990	.9	.8	4,770	4,790
Wisconsin	7,400	8,580	1.3	1.1	9,620	9,440
Delaware	2,040	2,550	1.3	.7	2,650	1,790
Maryland	8,400	9,740	1.7	.7	14,280	6,820
South Carolina	870	830	1.5	1.2	1,300	1,000
Tennessee	2,000	2,400	1.2	.9	2,400	2,160
Mississippi	1,860	2,640	1.0	1.0	1,860	2,640
Arkansas	2,240	2,510	1.1	.5	2,460	1,260
Louisiana	2,280	3,290	1.0	1.0	2,280	3,290
Colorado	2,300	2,090	3.0	2.8	6,900	5,850
Utah	1,280	1,520	2.0	2.6	2,560	3,950
Washington	820	940	3.0	3.2	2,460	3,010
Oregon	930	880	3.0	3.2	2,790	2,820
California	750	810	4.0	4.1	3,000	3,320
Other States*	5,300	6,330	1.2	.8	6,360	5,300
U. S. total	61,090	71,150	1.48	1.12	90,430	79,850

*"Other States" include Alabama, Georgia, Idaho, Illinois, Iowa, Kansas, Kentucky, Minnesota, Missouri, Montana, Nebraska, New Jersey, Oklahoma, Texas, Vermont, Virginia, Wyoming.

Sweet Corn for Manufacture

The forecast of production of sweet corn for canning or manufacture, based upon prospects on August. 15, is 589,500 tons, compared with the forecast of 641,200

Hamachek Ensilage Distributor



PATENTED
United States . . . May 26, 1925
Canada . . . . . Dec. 29, 1925

The Hamachek Revolving Ensilage Distributor is a mechanical device for the stacking of pea vines, corn husks, or other ensilage in a silo or on a stack.

The discharge spout revolves in a circle two or three times an hour and the operator can easily change the incline of the spout to any desired position. In this way, the ensilage is discharged just where it is needed and one man can make a better stack or fill a silo better than can be done by several men without the aid of the distributor.

This machine takes care of about the hardest and most disagreeable work of a canning operation.

The saving in labor alone usually pays for the installation in two or three years.

Additional information will gladly be mailed upon request

FRANK HAMACHEK MACHINE CO.

KEWAUNEE, WISCONSIN

Also Manufacturers of Viners, Viner Feeders and Chain Adjusters

SPEED UP FIELD WORK
WITH

SWING'S 5/8 HAMPERS

Economical manufacturing is best effected by using machinery and supplies that will do the job for which they are designed Best and Cheapest. Swing's 5/8 Bushel Tomato Hampers will start your Tomato Canning Operations right because each hamper is Machine Stitched and is Inspected so that Every One we deliver to our customers will do its job Best and Cheapest. Your inquiry will bring us to see you with samples.

Swing Brothers Inc., Ridgely, Md.

COLONIAL BOY COPYRIGHTED

Landreth's Garden Seeds

Before you place your future order, your order for delivery after the 1930 crop is harvested, write us for prices for any variety, in any quantity, for any date of shipment, and we will be glad to quote you.

If there are any spot seeds needed throughout this Spring and Summer, please give us the opportunity of quoting.

Business founded 146 years ago.

D. Landreth Seed Company

BRISTOL, PA.

tons on August 1, and with an estimated production of 703,600 tons last year. On a planted acreage 11 per cent larger than that grown in 1929, and more than a fourth larger than the average acreeage during the five-year period, 1924-1928, the indicated production is 16 per cent less than production in 1929, and is 12 per cent below the five-year average production. The indicated yield per acre on the 1930 crop is the lowest on record for the period in which estimates have been made, 1918-1929.

Except in Soûthwestern Indiana, Southeastern and much of Northern Illinois, and extreme Eastern and Southwestern Iowa, the sweet corn areas remain in the grip of the prolonged drouth. The New York area is now suffering the effects of dry weather, with a material deteriorattion of the crop since August 1. Ohio, Michigan, Wisconsin and Nebraska have experienced further deterioration in crop prospects. In Maryland and Pennsylvania the crop is almost a total loss. New England is the only section in which growing conditions continue favorable. It now appears that the States of Illinois, Indiana, Iowa and Minnesoota, which have about 56 per cent of the 1930 acreage, will account for nearly two-thirds of this season's production.

State	Acreage		Yield per Acre		Production	
	1929	1930	1929	1930	1929	1930
	Acres	Acres	Tons	Tons	Tons	Tons
Maine	14,850	13,550	3.1	3.4	46,000	46,100
New Hampshire	1,320	1,110	2.5	2.5	3,300	2,800
Vermont	2,370	2,350	2.6	2.5	6,200	5,900
New York	24,600	27,060	1.5	1.4	36,900	37,900
Pennsylvania	6,000	6,000	1.0	.5	6,000	3,000
Ohio	31,000	34,410	2.0	.8	62,000	27,500
Indiana	38,500	44,280	1.3	1.2	50,000	53,100
Illinois	64,000	72,320	2.1	1.7	134,400	122,900
Michigan	6,400	10,300	1.0	.7	6,400	7,200
Wisconsin	11,600	13,340	2.1	1.5	24,400	20,000
Minnesota	43,900	52,680	2.4	2.1	105,400	110,600
Iowa	52,000	54,600	2.5	1.9	130,000	103,700
Nebraska	5,740	7,400	1.9	1.5	10,900	11,100
Delaware	3,900	3,700	1.5	1.4	5,800	5,200
Maryland	44,000	46,200	1.4	.4	61,600	18,500
Tennessee	3,400	3,400	2.0	1.8	6,800	6,100
Other States*	3,250	4,160	2.3	1.9	703,600	589,500
U. S. total	356,830	396,860	1.97	1.49	703,600	589,500

Colorado—Canning starts about August 27. Stand is 70 per cent of normal. Plenty of rain during second week in August.

Delaware—The crop in Kent and Newcastle counties very badly damaged by heat and drouth, and damage is increasing daily.

CANNED GRAPEFRUIT PRODUCTION AND TRADE

Trade Information Bulletin No. 706.

THIS publication is prepared with a view to assembling under one cover the available information on the production and marketing of canned grapefruit. It is presented as of possible assistance to exporters of canned grapefruit, and should be of value in acquainting interested importers abroad with the conditions under which this product is packed and marketed.

Production of canned grapefruit in continental United States and Porto Rico increased from about 2,000 cases in the 1920-21 season to approximately 1,850,000 cases in the 1929-30 season. Actual export figures are not available, but of the 1928-29 pack of about 1,050,000 cases (including Porto Rico) it is estimated that nearly 10 per cent was exported. Substantial quantities of canned grapefruit are shipped annually into Canada and the United Kingdom, and smaller amounts have been sold in a number of the Western European countries, in the Scandinavian countries and in the Far East, Australia, New Zealand and Latin America.

No effort has been made in this publication to deal comprehensively with the subject of foreign tariffs and import regulations. This is covered in the series of handbooks now being compiled on foreign tariffs and import regulations on agricultural products. The first of this series on canned foods, Part I, deals with fresh fruits and vegetables; Part II, Canned Foods in Europe, is in print; Part III, Canned Foods in the Western Hemisphere, is in the hands of the printer, and Part IV, Canned Foods in Asia, Africa and Oceania, is in manuscript form.

Prices of canned grapefruit are competitive with those of other canned fruits; and in the two foreign countries in which some volume of distribution has been attained the United Kingdom and Canada, canned grapefruit has been able to compete successfully on a price basis. However, the principal competition encountered does not come from other canned fruits, but from the fresh grapefruit and other citrus fruits. These competitive factors have been covered in the Department of Commerce publications, Trade Promotion Series No. 77, International Trade in Citrus Fruits, and Trade Promotion Series No. 90, Foreign Trade in Fresh Fruits.

Copies of this bulletin may be obtained by addressing Superintendent of Documents, Washington, D. C., and enclosing 10c.

HOW TO MAKE CONVEYORS LAST LONGER

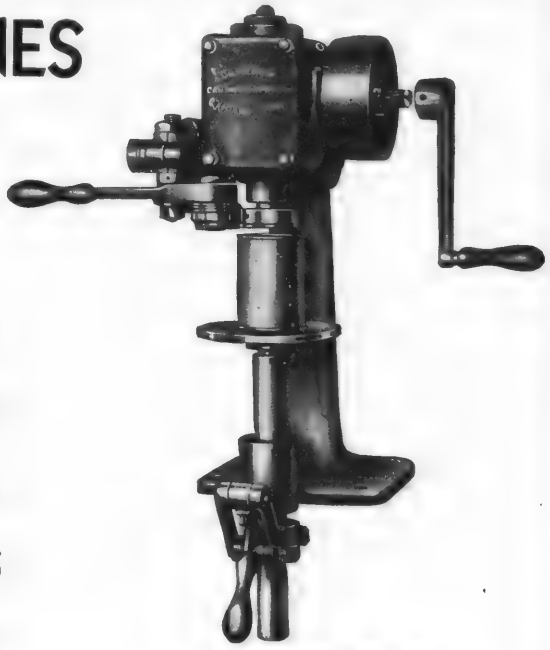
As told by Frederick Wehle, Engineer, Link-Belt Company, Chicago, Ill.

"What must I do to make my conveyors last longer"—this is the question, without further qualification, that your editor asked this engineer who has had 17 years' experience in the sale and application of elevating, conveying and power transmitting equipment throughout the industries. His reply is so chock-full of common sense that it is being quoted below—verbatim.

YOUR question about making conveyors last longer takes me back over a long road I have traveled with these animals, and I do think of a few points. In general the man who has sympathy for machinery has the best luck with it. You know, a man brought up with horses knows a horse's limitations, and he feels a close kinship to every horse. Does he hitch his friend alone to a two or three-horse load, let him pull a wagon with dry hubs or with brakes dragging, and does he underfeed him or neglect his health? Not on your life. I mean the man who actually suffers when the animal does.

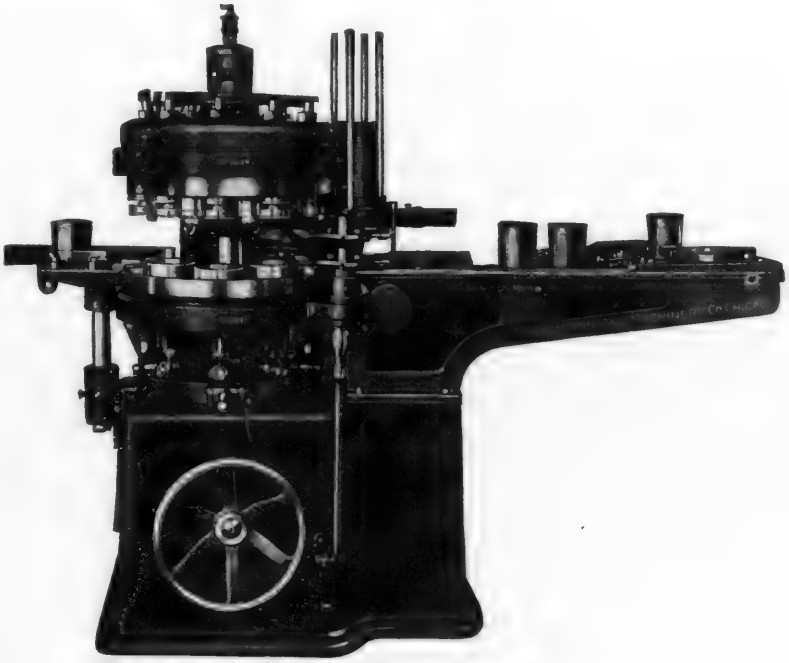
Some abuse of conveyors is due to buying them too light, through understating the daily tonnage or neglecting to consider irregularity in feeding. One hundred and fifty tons per day fails to state the case when a conveyor is to receive thirty tons per hour regularly for five hours, or where it has a ton of stuff dumped on it whole at 10 or 12 minute intervals. I have seen a 50-ton per hour coal crusher choked to a standstill by feeding it "carefully (?)" from a one-yard grub bucket. Low upkeep starts with a real study of capacity requirements present and future before you pay the conveyor.

CLOSING MACHINES REGARDLESS OF OUTPUT

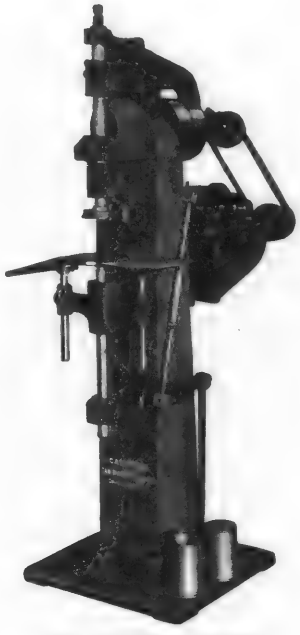


NO. 287 DOUBLE-SEAMER

WE MAKE EVERY MACHINE FOR CAN-MAKERS REGARDLESS OF THE STYLE OF CAN OR THE NUMBER REQUIRED. SEND US YOUR CAN-MAKING PROBLEMS. WE MAY CUT YOUR COSTS.



NO. 51 ROTARY DOUBLE-SEAMER



NO. 121 DOUBLE-SEAMER

CAMERON CAN MACHINERY CO.

240 North Ashland Avenue CHICAGO, U. S. A.

Everybody knows that hot, gritty, gummy, wet or corrosive materials are hard on conveyors, but for practically every material that industry has dared the conveyor people to tackle a right kind of conveyor has gradually evolved. Compared with handling costs per ton of some materials on conveyors of early design, the unit costs with modern equipment is only a fraction. Elevators and conveyors for foundry sand, glass sand, asphalt, sugar, salt, fruit, coal, hot cement clinker, coke, ashes, many ores and heavy dredged or crushed products, etc., must be built with a full knowledge of the requirements. Before you pull a pair of shoes out of the closet you know whether you are going to climb mountains or play tennis or walk a tight rope. Before you get prices on a conveyor be certain you have made yourself very clear about the stuff to be conveyed. Suitability is a big step toward durability.

To make conveyors last longer and cost less over a period of years, make up your mind that these are the qualities you are going to buy. There are many grades of clothes, shoes, wallpaper and trucks. Conveyors correspond to trucks, in that fashion plays no part in their price. Greater durability, greater reliability and less upkeep expense are the valuable things you pay for when you buy the more expensive materials-handling outfit.

Seemingly expensive engineering usually means work by better enginers, and a good general design based on a real study of requirements. This is important because there is often a question at first as to whether, for a specific installation, a continuous bucket elevator is better than a skip hoist, or whether the horizontal movement should be by drag or by apron, by belt or by a screw conveyor. Or, whether vertical and horizontal may be combined by one of several methods. Wise selection at this point makes a great difference.

Good engineering of the general layout will go further. It insures rigid and dependable supports to carry the machinery so it will stay in line, so it will be safe and accessible for painting and for cleaning and oiling, all of which means less ultimate cost and longer life. It means chutes that will not clog, clearances that are safe and paths of travel that are economical.

Good engineering extends to every detail of a conveying system, and is the least expensive thing you buy. It includes selection of the right design, and the right size and the right material for every shaft, every bearing, every chain, every gear, and all idlers, sprockets, pulleys and other parts. All for safety, dependability, long life and lowest power consumption. The best engineering means the most service for the least money.

Even the leading engineers and conveyor builders manufacture and can furnish several grades of almost any article in their catalogue. If you want your outfit unusually durable, and want it to require the minimum of attention, let your engineer know your aims. He will realize that he is dealing with a man who appreciates quality. You will be offered a grade of machinery which you might never have known existed. Do not give your conveyor man the impression that you are going to guy the cheapest thing the conscience of his concern will let him submit in a competition for low first cost.

Today there are roller-bearing belt conveyor idlers requiring less than half the power of old kinds, lasting much longer, and needing to be lubricated twice a year as compared to 365 times. There are sets of cut tooth alloy-steel gears operating silently in oil in compact heavy dustproof housings, with dustproof roller bearings for the shafts. There are chains of heat-treated alloy steel with case-hardened pins and bushings that could not have been furnished at any price a few years ago, but which are turned out in quantity lots today, and carried in stock by the foremost chain manufacturers.

These improvements and many more were the result of a demand by discriminating buyers. If you want the results that they demand, you will just have to be a discriminating buyer yourself.

For duplicate conveyors used in identical service, the difference in life will naturally depend on the care in maintenance. This is an important thing to watch, because the maintenance some plants consider strict would be sniffed at by foremen in other plants.

Making conveyors last longer is largely up to the man responsible for their selection. Perhaps the day will come when the buyer will explain his needs and then ask "Who can give me the best quality work for the $4,800 I have in my budget for this conveyor, and how much better could you build it for $6,000." To my mind that would be the way to get comparable proposals, and so start some real competition in the direction of quality and durability.

LIMITATIONS OF A DISTRIBUTION CENSUS

The Chief Statistician for Distribution Discusses This Subject and Cites Examples of Endeavors in Which the Impossible Arises Even for the United States Government.

By Dr. Robert J. McFall.

WITH the oft-repeated demand of manufacturers and business men generally for more timely and more comprehensive production and distribution statistics, the Census Bureau is continuously confronted with the question where to draw the line. There are limits to what even the United States Government can accomplish, particularly within a given time. Probably the Panama Canal could not have been built much more quickly than it was even if unlimited funds had been made immediately available for the project. But the time element is not the only barrier in the census work.

When a manufacturer of lubricating oil learned that the Census Bureau planned, in connection with the new Census of Distribution, to ask all the manufacturers of the country for data on their 1929 purchases of various commodities, he wrote requesting that the following be included among the questions asked:

What was the value of light lubricating oil consumed by you in 1929?..... $.....

What was the value of heavy lubricating oil consumed by you in 1929 ..... $.....

What was the value of cutting fluids consumed by you in 1929? ..... $.....

This manufacturer thought, and rightly, that this information would be of great value to manufacturers of lubricants. It would enable them to determine the present geographical distribution of lubricating oils and cutting fluids, and as a consequence they could set sales quotas more intelligently and direct their sales efforts more effectively.

The manufacturers of lubricating oils were by no means the only ones who wanted the Census Bureau to ask questions designed to obtain information that would be of use in determining the industrial markets for their products. The paper makers wanted to know

how much of each different kind of paper was bought by each of the 331 industries, and in each of the geographical divisions and subdivisions of the country; the twine manufacturers desired similar information regarding each different kind of twine, and the manufacturers of hammers filed their request for statistics in corresponding detail.

If all this information could be collected and properly assembled, it would unquestionably be of enormous value to the manufacturers of the commodities concerned. Each particular piece of information might be worth even as much as the cost of getting it together. (And when we speak of cost, we must figure not only the cost to the Government in collecting and publishing the information, but also the cost borne by the manufacturers of the country in digging out the information that the Government has called for.)

But, granting that the information would be worth its total cost, it nevertheless would be absolutely impossible to obtain it for all fields requested. There are many reasons for this. First, and perhaps most important, is the enormous number of kind of materials and supplies bought by the ordinary manufacturing plant. Many large plants buy as many as 5,000 different kinds of commodities, and in some cases as many as 10,000, or even 20,000; and I have been told that there is a concern in Boston which keeps purchase records on 60,000 items. Of course, in such plants records are kept of different sizes of the same kind or material, and this, too, is information of value from the standpoint of market analysis. The market for brass screws one twenty-fifth of an inch in diameter is very different from the market for brass screws one-fourth of an inch in diameter or for twenty-fifth inch screws made of platinum.

Presupposing that all manufacturers in the country were willing and able to give this information in this detail, which is by no means the case, imagine the task of asking, say, only 5,000 questions (to be conservative) of each of 200,000 manufacturers, a total of 1,000,000,000 questions. The questionnaire that went to each individual manufacturer, allowing 50 questions to the page, would be 100 pages long.

As soon as a moment's thought is given to the task it is clearly seen to be impossible.

The first objection in the way of making such a study is the expense involved.

The second objection is that the manufacturers would be so outraged, and properly so, at the effrontery of asking them so many questions, that they simply would not answer, regardless of the penalties that might be imposed by law.

Third, by even disregarding cost and assuming the manufacturers to be willing to give this information, in the final analysis it would be impossible to collect it because the manufacturers simply do not keep their records in any uniform way, and most of the figures that are put on Government questionnaires come from the accounting department, and, generally speaking, it is wise that accurate figures from the accounting department be given instead of estimates based largely on guesswork, which may or may not be good. The accountants, however, are not likely to distinguish between an income tax statement, where exact reproduction of book figures is required, and a census questionnaire for statistical purposes where a well-considered estimate under certain circumstances may be quite as satisfactory as the book figures. They are afraid to give anything but book figures, and in the main it is well that this is so, as otherwise the Census Bureau would be flooded with estimates, many of which would be only ill-advised guesses. But with this fear of giving anything except book figures it becomes almost impossible to get figures from concerns in any way except the way in which they are carried on the books. Thus, for example, I know of one very large paint manufacturer who does not keep any book records of the purchases of linseed oil, tung oil or turpentine. They are all scrambled together as liquid materials, and the accounting department swears up and down that there is no way in which this figure can be broken down into its component parts. To persuade them otherwise would require a personal visit from an enumerator with enough personality and understanding and tact to "jolly" some usable estimates out of the statistical department or the purchasing department or wherever the figures might be. And such a man might very possibly discover that the purchasing department of the same company had all the figures broken down into 20,000 different items, and the purchasing agent might very possibly say, "Yes, we have full information. Combine it to suit yourself in any way that you see fit."

Thus it is clearly seen that there must be limits to the distribution information available through Census of Distribution, despite the fact that it is conducted primarily for business, and that it is the requests of business men that govern the work.

FALL MEETING OF THE NATIONAL KRAUT PACKERS ASSOCIATION

THE fall meeting of this Association will be held at 10 o'clock A. M., Thursday, September 4th, 1930, at Hotel Seneca, Rochester, N. Y.

Several matters of importance to the industry will be presented for discussion at this meeting, and every member is urged to be present.

TRADE-MARKS

Following are trade-mark applications for canned foods and fresh and dried fruits and vegetables pending in the U. S. Patent Office, which have been passed for publication and are in line for early registration, unless opposition is filed promptly.

For further information address Mason, Fenwick & Lawrence, Patent and Trade-Mark Lawyers, 600 F Street, N. W., Washington, D. C.

As an additional service to its readers, The Canning Trade offers an advanced search free of charge on any mark they may contemplate adopting or registering.

Gerber's, A B C and animal design, Fremont Canning Company, Fremont, Mich., canned food products, namely pork and beans, peas, etc. Use claimed since April 14, 1930.

Jolly Good, the Krier Preserving Co., Belgium, Wis., canned vegetables. Use claimed since 1928.

Serv-U-Rite, the Krier Preserving Co., Belgium, Wis., canned vegetables, namely, corn, carrots, peas, beets, beans, etc. Use claimed since 1913.

De Lorenzo, John De Lorenzo, Clifton, N. J., olive oil. Use claimed since October, 1929.

Maria Bella, Vincent Quartararo, Inc., Brooklyn N. Y., olive oil. Use claimed since November 1, 1929.

Stokeley's Finest and blue arrowhead design, Stokely Brothers & Co., Louisville, Ky., canned vegetables, tomato purce, pork and beans, hominy, chili sauce, etc. Use claimed since 1898.

Supertest, James W. Spencer, doing business as Consolidated Drug Corp., New Orleans, La., food-flavoring extracts, namely, vanilla, essence of lemon, etc. Use claimed since March 1, 1929.

Mazzini, Joseph Di Santo, doing business as Di Santo & Co., Duluth, Minn., canned pineapple. Use claimed since October 5, 1920.

Ethel's Gefilte Fish, Ethel's Food Products, Inc., Chicago, Ill., canned fish. Use claimed since June 14, 1930.

Wanted and For Sale

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept your opportunity your time is lost, together with money. Rates upon application.

For Sale—Machinery

FOR SALE—200, 250 and 300 gal. Copper Steam Jacketed Kettles, in A-1 condition, complete with frame and valves.

Two 300 gal. Jacketed Copper Kettles.

The above items are all in good condition, and are offered because of changes that are being made in my equipment.

Address Box A-1690 care of The Canning Trade.

FOR SALE—New Copper Steam Jacketed Kettles and Mixers, twelve sizes – 15 to 500 gallon. Also 25 and 50 gallon Tilting Kettles. Always in stock, all extra heavy, tested 225 pounds pressure. Buy new kettles that carry a responsible manufacturer's guarantee. Also new Copper Pulp Coils in stock, for 1,000 gallon tanks. Hamilton Copper & Brass Works, Hamilton, O.

Kettle Manufacturers . . Established 1876

FOR SALE—

One Souder Hand Packing Table for two operators equipped for No. 3 cans, capacity 24,000 cans Tomatoes per day. Used but one year.

One Sterling Potato Peeler in excellent condition, used less than a year.

One Berlin Horizontal Exhauster with track and trucks, in excellent condition.

One Deep Well Pump.

One Compressor.

One Copper Kettle with stirer and one Copper Kettle mounted on frame, both in first class condition.

One Ayars Liquid Plunger Filler in first class order.

One Liquid Pump for Tomato Pulp.

Davis & Lippincott, Woodstown, N. J.

FOR SALE—1 - 450 gallon, 2 - 200 gallon Pfaudler Glass Lined Storage Tanks; 20 new Glass Lined Tanks, 10 gallon to 200 gallon; 1 World and one Ermold Labeler, motor driven; 20 Copper Mixing Kettles, 70 gallons each, belt driven Agitators, large bottom outlets; 1 - U. S. 72 Spout Bottle Washer; 1 - Motor Driven Vacuum Bottle Filler; 16 Copper Steam Jacketed Kettles, 15 to 500 gallon; 20 Aluminum Steam Jacketed Kettles, 30 to 100 gallon; 1 Alsop Portable Filters, motor driven.

Address Box A-1769 care of The Canning Trade

For Sale—Factories

FOR SALE OR RENT—Oyster Shucking plant, in big oyster section, at Bushwood, St. Marys County, Md., at mouth of Wicomico River where 16000 bu. of oyster shells were planted. On River and State Road. Apply

Geo. Renehan, 818 Fidelity Bldg.,
Baltimore, Md.

Help Wanted

WANTED – Experienced man for labeling on Knapp or Burt Machines at our factory in Dover, Delaware.

Write F. Romeo & Co., Inc., 374 Washington St.,
New York City.

WANTED – A high grade Catsup and Soup Cook, state salary and experience.

Address Box 1764 care of The Canning Trade.

WANTED—Grapefruit Superintendent for plant in Texas. State age, experience, references, small photo, and salary expected, in first letter.

Address Box B-1768 care of The Canning Trade.

Situations Wanted

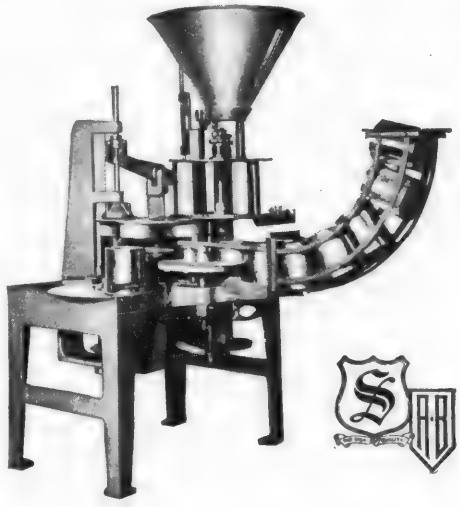
POSITION WANTED—As Manager or Superintendent packing a line of mostly all fruits and vegetables. Have about 20 years experience in canning. Am also a machinist and can superintend building and fitting out complete canning factory.

Address Box B-1757 care of The Canning Trade.

GAMSE'S
ATTRACTIVE
LABELS

Your goods are your pride and our labels are our pride. Put the two together and your customers will be doubly impressed.

H. GAMSE & BRO.
Lithographers
GAMSE BUILDING
BALTIMORE MARYLAND



Weber Apple Filler

THE newest member of the "Peerless" family—now made in the Sprague-Sells plant at Buffalo, New York.

The last word in Apple Fillers, filling sliced or quartered apples into No. 10 cans at 25 cans per minute maximum.

Weight of fill may be regulated to an ounce by a quick and simple adjustment. A No-Can-No-Fill device prevents loss of fruit.

Write us today for complete details. Just clip, fill in and mail the attached coupon to:

Sprague-Sells Corporation

Division of

Food Machinery Corporation

308 West Washington Street Chicago, Ill.

Sprague-Sells Corporation
308 W. Washington St.
Chicago, Illinois

Send us full particulars and price of your Weber Apple Filler.

Name .....

Address .....

He Was A Wise Old Packer --

who said, *"It's better to have full insurance and not need it than to* ***need it and not have it."***

The low net cost of fire insurance through

CANNERS EXCHANGE

Subscribers
at
WARNER INTER-INSURANCE BUREAU

makes full protection the only wise course.

Safeguard your business, protect your associates and assure your future operations by keeping increasing values fully covered with additional insurance.

Wire, write or phone your orders direct to

Lansing B. Warner
Incorp., Atty.
155 East Superior St.
Chicago, Illinois

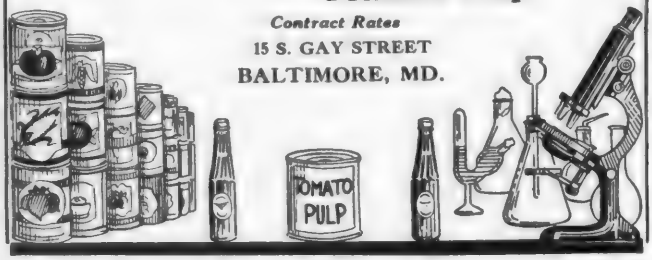
STRASBURGER & SIEGEL

Analysis of:

Tomato Catsup
Tomato Paste
Tomato Pulp

Contract Rates

15 S. GAY STREET
BALTIMORE, MD.



Can prices
1930 season

The American Can Company announces the following term contract prices, F.O.B. its factories, for Standard Sizes of Sanitary Cans for the Central and Eastern parts of the United States.

No. 1	size	$14.85 per M.
No. 2	size	20.67 per M.
No. 2½	size	26.06 per M.
No. 3	size	28.14 per M.
No. 10	size	62.21 per M.

AMERICAN CAN COMPANY

CONTAINERS OF TIN PLATE - BLACK IRON - GALVANIZED IRON - FIBRE
METAL SIGNS AND CANCO DISPLAY FIXTURES

"BLOOD TELLS"

PEAS—BEANS

SWEET CORN

ROGERS BROS. SEED CO.
BREEDERS and GROWERS
CHICAGO, ILL.

CANNED FOODS STORAGE

MONEY Loaned on Consignments at reasonable rates of interest - on our own negotiable Warehouse Receipts,

For full information, write us direct or consult your Brokers.

WAKEM & McLAUGHLIN
(INCORPORATED)
225 E. ILLINOIS ST., CHICAGO, ILL.

⅝ Field Hamper

Are You Losing Money By Using Field Crates?

We do not know of a single canner who has used the ⅝ field Hamper who has changed back to crates.

Our long list of pleased customers is our best salesman.

Planters Mfg. Co., Inc.
Portsmouth, Va.

The National Color Printing Company, Inc.

LABELS

916-924 E. MONUMENT STREET BALTIMORE, MD.

CANNED FOOD PRICES

Prices given represent the *lowest* figure generally quoted for lots of wholesale size, usual terms f. o. b. Baltimore (unless otherwise noted) and subject to the customary discount for cash. Many canners get higher prices for their goods; some few may take less for a personal reason, but these prices represent the general market at this date.

Baltimore figures corrected by these Brokers: ‡Thomas J. Meehan & Co., *Howard E. Jones & Co.
New York prices corrected by our Special Corespondent. †In column headed "N. Y." indicates f. o. b. factory.

Canned Vegetables

	Balto.	N.Y.
ASPARAGUS* (California)		
White Mammoth, No. 2½	.....	.....
Peeled, No. 2½	.....	.....
Large, No. 2½	.....	3.30
Peeled, No. 2½	.....	3.25
Medium, No. 2½	.....	.....
Green Mammoth, No. 2½	.....	2.65
Medium, No. 2½	.....	2.70
Small, No. 2½	.....	2.65
Tips, White, Mammoth, No. 1 sq.	.....	3.00
Small, No. 1 sq.	.....	3.00
Green Mammoth, No. 1 sq.	3.40	3.40
Small, No. 1 sq.	2.80	2.90
BAKED BEANS‡		
Plain, No. 1	.60	.65
No. 2	.....	.....
No. 3	.....	.....
In Sauce, 18 oz.	.75	.80
No. 1	.60	.....
No. 2½	1.40	1.50
No. 10	4.25	4.75
BEANS‡		
Stringless Stand. Cut Green, No. 2	.95	.90
Standard Cut Green, No. 10	5.00	5.00
Standard Whole Green, No. 2	.....	.....
Standard Cut Wax, No. 2	1.15	1.15
Standard Cut Wax, No. 10	.....	.....
Red Kidney Standard No. 2	1.00	1.10
Standard, No. 10	5.00	Out
LIMA BEANS‡		
No. 2, Tiny Green	2.15	.....
No. 10	11.25	.....
No. 2, Medium Green	1.65	.....
No. 10	9.25	.....
No. 2, Green and White	1.15	1.45
No. 10	7.25	.....
No. 2, Fresh White	1.15	.....
No. 10	6.50	9.00
Soaked, No. 2	1.05	.....
BEETS‡		
Baby, No. 2	1.75	1.85
8-15, No. 2	.....	.....
15-20, No. 3	1.50	.....
Cut, No. 2	1.00	1.20
Cut, No. 10	4.00	.....
Whole, No. 10	4.25	5.00
Diced, No. 10	4.25	.....
CARROTS‡		
Standard Sliced, No. 2	.90	1.05
Sliced, No. 10	4.00	5.00
Standard Diced, No. 2	.90	.....
Diced, No. 10	4.00	5.00
CORN‡		
Golden Bantam, Fancy No. 2	.....	.....
Extra Standard, No. 2	.....	.....
Extra Standard, No. 10	.....	.....
Shoepeg, Fancy No. 2	.....	.....
Extra Standard, No. 2	.....	.....
Standard, No. 2	.....	.....
Standard, No. 10	.....	.....
Crushed, Fancy No. 2	.....	.....
Extra Standard, No. 2	.....	.....
Standard, No. 2	.....	1.05
Standard, No. 10	.....	.....
HOMINY‡		
Standard Split, No. 3	1.10	1.20
Split, No. 10	3.25	3.75
MIXED VEGETABLES‡		
Standard, No. 2	.95	.....
No. 10	4.50	.....
Fancy, No. 2	1.05	1.15
No. 10	5.00	5.50
OKRA AND TOMATOES‡		
Standard, No. 2	.....	1.45
No. 10	.....	.....
PEAS‡		
Petit Pois, 1s	.....	.....
No. 2 Fancy Sweets, 2s	.....	1.80
No. 2 Fancy Alaskas, 2s	.....	1.75
No. 3 Fancy Alaskas, 2s	.....	1.45
No. 3 Fancy Sweets, 2s	.....	1.45
No. 4 Fancy Sweets, 2s	.....	1.40
No. 5 Fancy Sweets, 2s	.....	1.30
No. 3 Std. Alaskas, 2s	1.10	1.05
No. 4 Std. Alaskas, 2s	1.05	1.00
No. 5 Std. Sweets, 2s	.....	1.05
No. 3 Std. Alaskas, 10s	5.75	5.75
No. 4 Std. Alaskas, 10s	5.50	5.50
No. 4 Early June, 1s	.....	.....
PUMPKIN‡		
Standard, No. 2½	1.00	.....
No. 3	1.25	.....
No. 10	2.75	3.25

CANNED VEGETABLES——Continued

	Balto.	N.Y.
SAUER KRAUT‡		
Standard, No. 2	1.00	1.05
No. 2½	1.10	.....
No. 3	1.15	.....
No. 10	3.75	4.00
SPINACH‡		
Standard, No. 2	.90	.90
No. 2½	1.20	.....
No. 3	1.30	1.40
No. 10	4.00	4.00
SUCCOTASH‡		
Standard Green Corn, Dried Limas, No. 10	.....	.....
Standard Green Corn, Dried Limas, No. 2	.....	.....
(Triple) No. 2 (with tomatoes)	.....	.....
SWEET POTATOES‡		
Standard, No. 2, F. O. B.	.....	.....
No. 2½	.....	†1.65
No. 3	.....	†1.70
No. 10	.....	.....
TOMATOES‡		
Extra Standard, No. 1	.....	.....
F. O. B. County	.....	.....
No. 2	1.00	.....
F. O. B. County	1.00	.....
No. 3	1.50	.....
F. O. B. County	1.45	.....
No. 10	5.00	.....
F. O. B. County	4.75	.....
Standard, No. 1	.55	.....
F. O. B. County	.52½	.....
No. 2	.87½	.....
F. O. B. County	.80	.87½
No. 3	1.40	.....
F. O. B. County	1.30	1.50
No. 10	4.25	.....
F. O. B. County	3.85	4.40
TOMATO PUREE‡		
Standard, No. 1, Whole Stock	.55	.60
No. 10, Whole Stock	4.25	4.60
Standard, No. 1 Trimmings	.50	.52½
No. 10 Trimmings	4.00	.....

Canned Fruits

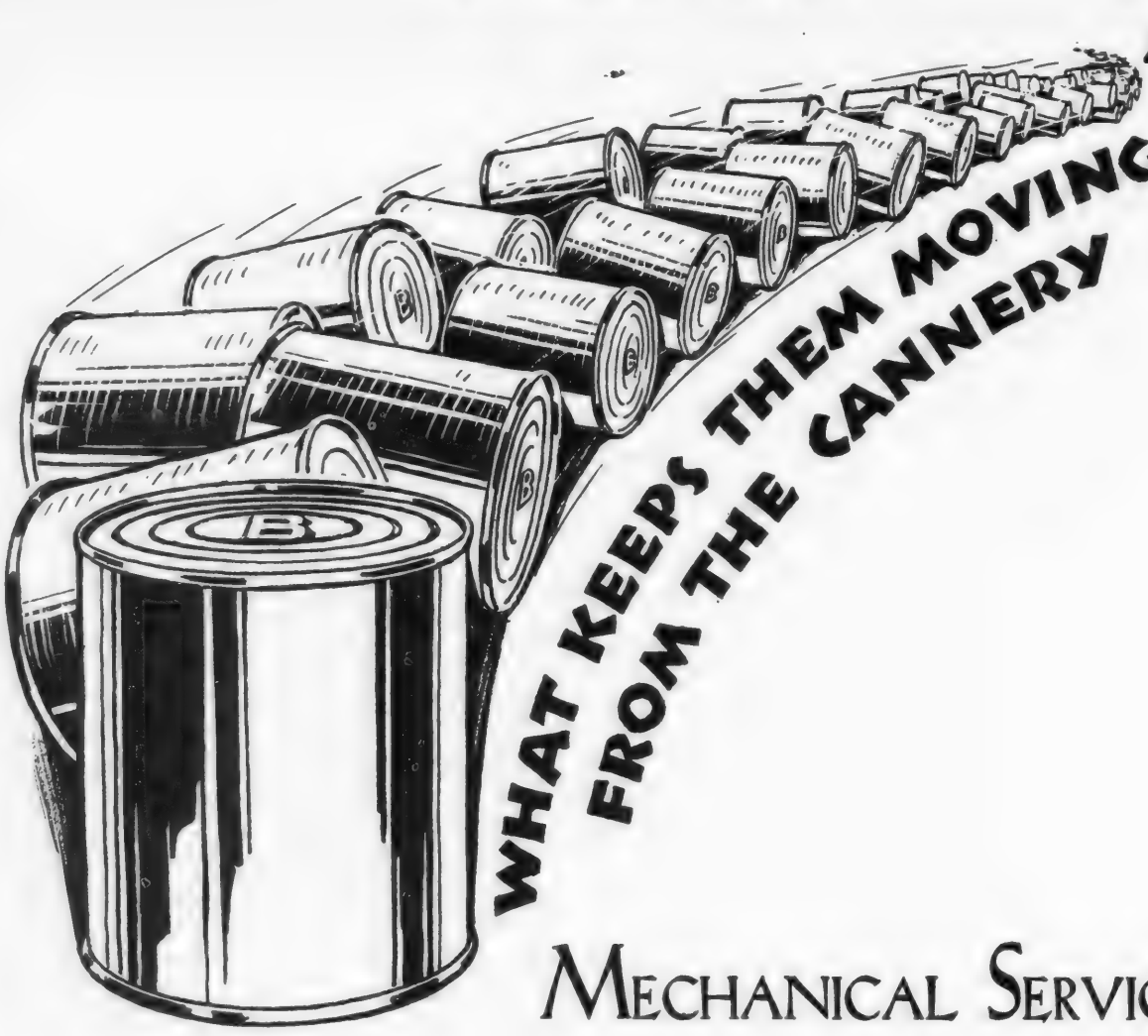
APPLES* (F. O. B. Factory)		
Maine, No. 10	.....	.....
Michigan, No. 10	.....	.....
New York, No. 10	.....	4.25
Pennsylvania, No. 10, water	3.75	.....
Pa., No. 3	1.50	.....
Pa., No. 10, solid pack	4.50	4.75
APRICOTS* (California)		
Standard, No. 2½	1.80	1.90
Choice, No. 2½	2.25	2.25
Fancy, No. 2½	.....	.....
BLACKBERRIES*		
Standard, No. 2	1.35	.....
No. 3	.....	.....
No. 10, water	7.25	7.30
No. 2, Preserved	.....	1.75
No. 2, in Syrup	.....	.....
BLUEBERRIES*		
Maine, No. 2	.....	2.25
No. 10	12.00	9.25
CHERRIES*		
Standard, Red, Water, No. 2	1.40	1.50
White Syrup, No. 2	1.75	1.85
Extra Preserved, No. 2	.....	.....
Red Pitted, No. 10	9.75	14.00
California Standard 2½	3.10	3.25
Choice, No. 2½	3.40	3.50
Fancy, No. 2½	.....	3.75
GOOSEBERRIES*		
Standard, No. 2	.....	1.20
No. 10	.....	5.25
GRAPE FRUIT JUICE*		
No. 1	1.15	.....
No. 5	5.00	.....
PEACHES*		
California Standard, No. 2½, Y. C.	1.85	2.00
Choice, No. 2½, Y. C.	2.20	2.15
Fancy, No. 2½, Y. C.	.....	.....
Extra Sliced Yellow, No. 1	1.50	1.30
Seconds, Yellow, No. 3	.....	.....
Pies, Unpeeled, No. 3	.....	1.20
Peeled, No. 10	5.00	5.75

CANNED FRUITS—Continued

	Balto.	N.Y.
PEARS*		
Standards, No. 2, in syrup	1.10	.....
No. 3	1.60	.....
Seconds, No. 3, in water	.....	.....
No. 3, in Syrup	.....	.....
Extra Standards, No. 2, in Syrup	1.25	.....
No. 3	1.75	.....
California Bartletts, Standard 2½	2.40	2.15
Choice	3.50	2.50
Fancy	.....	2.75
Standard, No. 10	.....	9.00
PINEAPPLE*		
Hawaii Sliced, Extra, No. 2½	2.50	2.90
Sliced Standard, No. 2½	2.35	2.60
Sliced Extra, No. 2	.....	2.50
Sliced Standard, No. 2	.....	2.25
Grated, Extra, No. 2	.....	2.00
Shredded, Syrup, No. 10	.....	8.50
Crushed, Extra, No. 10	.....	13.00
Eastern Pie, Water, No. 10	.....	.....
Porto Rico, No. 10	.....	.....
RASPBERRIES*		
Black, Water, No. 2	.....	.....
Red, Water, No. 2	.....	.....
Black, Syrup, No. 2	2.00	.....
Red, Syrup, No. 2	.....	.....
Red, Water, No. 10	.....	.....
STRAWBERRIES‡		
Preserved, No. 1	.....	.....
Preserved, No. 2	.....	.....
Extra, Preserved, No. 1	.....	.....
Extra, Preserved, No. 2	.....	.....
Standard Water, No. 10	.....	.....
FRUITS FOR SALAD*		
Fancy, No. 2½	4.00	3.65
No. 10s	14.75	12.75

Canned Fish

HERRING ROE*		
10 oz.	1.00	1.15
16 oz.	1.25	1.50
17 oz.	1.25	1.50
19 oz.	1.45	.....
LOBSTER*		
Flats, 1-lb. cases, 4 doz.	.....	.....
½-lb. cases, 4 doz.	.....	4.05
¼-lb. cases, 4 doz.	.....	2.20
OYSTERS*		
Standards, 4 oz.	1.25	1.30
5 oz.	1.35	1.40
8 oz.	2.50	.....
10 oz.	2.70	2.80
Selects, 6 oz.	2.50	.....
SALMON*		
Red Alaska, Tall, No. 1	3.50	3.25
Flat, No. ½	.....	.....
Cohoe, Tall, No. 1	.....	.....
Flat, No. 1	.....	.....
Flat, No. ½	.....	.....
Pink, Tall, No. 1	1.15	1.15
Columbia Flat, No. 1	.....	4.85
Flat, No. ½	.....	2.85
Chums, Tall	1.00	1.10
Medium, Red, Tall	.....	2.15
SHRIMP*		
Dry, No. 1	1.65	1.65
Wet, No. 1, Large	1.80	1.65
SARDINES* (Domestic), per case		
¼ Oil, Keyless	.....	†3.50
¼ Oil, Decorated	.....	†4.75
¼ Oil, Tomato, Carton	.....	.....
¼ Mustard, Keyless	.....	†3.50
¼ Oil, Carton	.....	†4.50
¾ Mustard, Keyless	.....	†3.10
California, Oval, No. 1	.....	†3.15
TUNA FISH* (California), per case		
White, ¼s	.....	.....
White, ½s	14.00	9.50
White, 1s	.....	17.50
Blue Fin, ½s	.....	7.50
Blue Fin, 1s	.....	14.50
Striped, ½s	.....	6.75
Striped, 1s	.....	12.00
Yellow, ½s	.....	7.50
Yellow, 1s	.....	14.00



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THE CANNING TRADE
The Journal of the Canning and Allied Industries
ESTABLISHED 1878

THE MARKETS

BALTIMORE, SEPTEMBER 1, 1930

WEEKLY REVIEW

A Proper Understanding of the Drought Situation Necessary—Buyers Seeking Only Cheap Goods—Market Will React From This Mistake—The Truth About the Cherry Pack—Prices Off This Week.

CROPS—The impression seems to be general that drought throughout the country, and even here in the Tri-States, has been broken, and that what remains of growing crops may be expected to improve in yield from that cause. From personal observation and from numerous reports, both by mail and in person, it is our opinion that they are confusing a subsidance of the terriffic heat with any real relief in a sufficient amount of rain to relieve the droughty conditions from which the crops were mainly suffering. The intense drought covered or covers most of the great canning crop regions, and it is said that the earth is dry down to a depth of five feet. That drying-out process has been going on since April, and neither yields nor quality crops can be gathered from parched soils of this kind. There have been rains, and in many sections, but seemingly everywhere they have been of the most spotted sort: a half-hour's heavy downpour in a radius of a mile or two, and not a drop in all the surrounding miles of growing crops. Drive twenty-five miles, in any directon, and you start midst desert-like dust and utter dryness, even the oak trees turning yellow; then run into a stretch of possibly two miles of wet, but which has soaked in hardly half an inch, and then back into dryness, and so on. And now New York State and Michigan, which were free of this calamity for so long, have joined in the trouble. There has been no real ending of the drought anywhere, though there has been welcome relief. The heat has been gone two weeks, and cool weather to almost widespread frosts, with some hail, have replaced it, and this more comfortable weather has made humanity feel that the trouble is all over.

It is too late for even the deluges of rain that would be needed to actually break the drought; too late for canners' crops. It is pointed out that tomatoes might profit, but it is everywhere seen that the tomato plants are without the usual amount of fruit or blossoms, and if the expected increase in yield is to be obtained, they must now set blossoms, develop the fruit and have a season late enough to ripen it. That would mean well into November. It can happen, for anything can happen to tomatoes, but it is a far cry to bank upon.

The Government has been doing hard and fine work in trying to keep the country accurately informed upon canning crop conditions, and while they are undoubtedly statistically correct, unfortunately statistics are badly misleading. The proof of the pudding for the canner is in the number of cans actually gotten from the acreage, the yield from tonnage or acreage, and here the canners find those reports far out of line. Yields in cans are disappointingly low in their experience so far this season. We speak now of corn, tomatoes and beans, lima beans and possibly beets, as peas are out of the way, and quite a good pack, thanks to New York State, which came through with a big pack, and to Wisconsin, which did better in total production, on its increased acreage, than they expected.

In one of the latest Government reports, just out under date of August 26th, and reporting up to August 15th, when the heat terminated, says, for instance:

> "Reduction in crop prospects from August 1 to 15 mounted to 8 per cent on sweet corn, 9 per cent on tomatoes and more than 11 per cent on snap beans. The indicated crop of canning corn—589,500 tons on the basis of the August 15 reports of canners—is 16 per cent smaller than the crop of 1929. A crop of this size would be about 12.5 per cent smaller than the average crop of the preceding five years, 1924 to 1928, the prospective yield being the lowest recorded during the period of estimates from 1918 to date. Canning beans, forecast at 79,850 tons, would make a crop 12 per cent smaller than last year's, but nearly half again as large as the average crop of the previous five years due to the rapid expansion of acreage in the past two years. Canning tomatoes, at 1,366,330 tons, would fall 4 per cent below last year's crop, but because with acreage 27 per cent larger than average, the expected 1930 crop exceeds average production by nearly 14 per cent."

The buyers are using that as evidence that there will be full normal packs of these staples. The canners at their work cannot see this by any means, or they would not now be worrying about the few futures on their

books if they saw it that way. That is the unfortunate thing about the situation, so far as the market is concerned.

CHEAP BUYING—Couple that feeling of the buyers with their one determination to buy the cheapest canned foods—demand for the better qualities being almost negligible—and it is easy to see why prices on canned foods do not improve in proportion to their real worth, as based upon supply. The jobbers believe that nothing but cheap goods will sell; they say the public is on a saving rampage, and that they must buy to fit this humor. The truth is that competition, under the depressed business conditions, is so fierce that they want an ever-cheaper piece of goods to meet this competition. Later the reaction will set in, because it remains a fact that the vast majority of buyers are now careful in their purchases, want a full dime's worth for each dime; but for that very reason they are going to buy quality more generally and more extentively than ever before. Not the fancy, but they want a quality-worth for their dime, actually more than the mere saving of pennies. They long ago learned that there is no real economy in cheap goods, and the jobbers will see this develop, and be left with their trashy cheap goods to worry about.

If the canners can be patient with the better grades they will get their proper prices, though we do not believe that anyone is warranted in expecting high prices, even if the packs should prove much smaller than the most pessimistic now believe or look for.

The situation has been saved to the canners, thanks again to old Dame Nature, for had the tremendous packs prepared for been realized, in the present condition of business in this country, it would have bankrupt the whole business. But the people must eat and they will pay a fair price, and they do not want the really cheap goods which the buyers are now driving so hard to get. Thev will be unusually careful in weighing quality. Keep that in mind.

THE CHERRY MUDDLE—There has been a great deal of misunderstanding and many false claims about the cherry pack of this season, meaning the red sour cherries used for pies and other purposes. The Reynolds Preserving Company, in the heart of cherryland, at Sturgeon Bay, Wis., has just issued the following explanation in an effort to clear up the situation:

"The 1930 cherry crop in this country was not nearly as large as originally expected—in fact, the actual increase over 1928 was small, indeed. Wisconsin only produced about 50 per cent of a full crop, and Michigan and New York yields were reduced by the prolonged drought. At the present time the unsold surpluses do not appear to be more than 10 per cent of the cherries sold on contract. Buyers have bought conservatively for the most part, and it is expected that their real normal annual requirements will quickly absorb the small surplus on record. The few carloads of unsold cherries are held by about six of the larger packers, who appreciate their value.

Cherry prices are from 10 to 15 per cent lower than last year in conformity with foods in general, and are lower in some instances than other fruits. This fact alone should stimulate consumption of cherry pies and products to the extent that the people of the United States will consume far more cherries than ever before. To support this prediction further we have the fact that shelves and warehouses are practically cleared of the 1929 cherry pack.

The present chery pices are as low as they can go in fairness to packers and growers. Most packers have paid or will pay more than 5½c per lb. for good cherries. Those packers who grow a part of their raw fruit know that the average cost of production of good quality cherries is 5c per lb. or more. It is unfair to qualify to force a grower to deliver for less. In the long run this policy is reflected directly in diminishing quality. Nine-dollar cherries will only leave from 5c to 5½c for the grower under the most favorable canning conditions."

Along this line Secretary John P. Street, of the New York Canners Association, has just reported:

"The sour cherry pack is 125,000 cases No. 2's and 155,000 dozen No. 10's. This indicates that about 10,165 tons of sour cherries went into cans in the usual way this year, and other figures indicate that the pack of frozen cherries in New York was about 11,500 tons. This combined tonnage of canned and frozen cherries is about double the pack of 1929, but the increase is largely in the frozen variety."

And about the pea pack he says: "Preliminary figures for the New York pea pack show an equivalent of 3,200,000 cases calculated as No. 2's."

THE MARKET—Buying could be very active if canners would accept the low prices offered, or were willing to part with the goods. They should do neither. The outlook is all in the canner's favor.

Prices on beets are lower this week, and so are carrots. Okra and tomatoes is now out of quotation. Tomatoes are slightly lower in quotation, and corn remains out of quotation.

Stay out of the market, let prices alone. The chances are you will profit by doing so.

NEW YORK MARKET

By "NEW YORK STATER."
Special Correspondent of "The Canning Trade."

Strong Undertone—Waiting for Definite Outcome of Packs—Maine's Promise of a Good Corn Pack Pointed Out—Corn Canners Off the Market—No Large Offerings of Tomatoes—Better Pea Pack Convinces Some Buyers That Other Packs Will Follow Suit—A Bullish Market With Little Buying—Salmon Weak.

New York, August 28th, 1930.

STRONG UNDERTONE—The market here is marking time with a strong undertone holding prices firm. Buyers seem inclined to wait before committing themselves to any buying policy. The general attitude of the market is to wait until the trade can see just "which way the cat is going to jump." Pre-holiday slowness also accounts for the lack of interest shown by buyers. The opinion of the Street is that business will pick up within the next ten days or two weeks. With the holiday week-end out of the way more interest is expected. Recent Government crop estimates seem to show that crop damage has not been as serious as has been reported. While it is true that crops in many sections were either greatly curtailed or entirely ruined, enough of the other parts of the country were fortunate enough to pull through all right.

Corn—Optimistic reports on the Maine pack, which is now starting to reach the canneries, have encouraged the buyers here. Canning will continue for the next two or three weeks in Maine, with the possibility that one bad frost may ruin the crop. Any sudden weather change can do a lot of damage so quickly that it is foolish to try to make any estimate until the crop is canned. Offerings of corn here are small, with no standards being offered at all. Some scattered offerings of Mid-West corn have been reported with Bantam fancy No.

2s offered at $1.25 and extra standard No. 10s at $6.25. New York Bantam, fancy No. 2s, are offered at $1.35. Some Maine corn is reported offered at $1.20 for No. 2s, Crosley and Bantam, subect to confirmation. Buyers in this market seem to be just waiting for a definite turn in the market, at the same time covering their immediate needs.

Tomatoes—Discouraging reports from the tomato regions seem to indicate that the rain came too late to be of much help to the crops. The market here is bullish, with no large offerings reported. The buyers here seem to prefer to take a chance on the late crop devloping into something rather than come into the market at present. One man said to me today: "Why, I've seen tomatoes on the vine that looked absolutely no good at all, and after a rain and a little time, the vine is in full growth again. It seems that you can't kill a tomato vine." However, it is pretty well admitted that there will be strong demand for tomatoes. The California crop will fill in quite heavily here in the East where the crops have been ruined by the drought, in the opinion of several brokers here.

Peas—Reports from the West seem to indicate that previous news of the crop damage in Wisconsin peas have been overestimated. Offerings of Wisconsin peas at $1.05 for extra standard sweets, No. 5 sieve, have been noted, as well as some No. 3 sieve, ranging from $1.15 to $1.25, subect to confirmation here. The crop in New York State also seems to have been very heavy, as well as of a very good grade. Although offerings were free, small interest has been shown, with the general dull tone of the market holding back any large buying. Not many standards are offered, however, most of the packers offering sweets and Alaskas.

String Beans—Although reports of the damage done to the crops in the South and in New York have been allowed for here, the general trend of the market has held back the purchasers. The market is technically bullish, as there is apparently no string bean region that was not harmed to some degree by the drought with nowheres near the pack that the demand will probably warrant. Some efforts of buyers to cover on their immediate needs have been reported, but no large movements have been noted as yet.

California Fruits—California fancy fruits presented the only bright spot in an otherwise dull market here this week. Business in this field is increasing each day with a steady demand, promising a high level of sales for the year. Stimulated by the low opening prices, in some cases, it is reported, buyers have already withdrawn more than their entire last year's supply. The trend of the market in this line is strong, with an increasing tendency on the part of the buyers to stock futures, showing that their spot stocks are pretty well cleaned out. In some lines carried the packer has already withdrawn, due to complete selling out of the pack. This is especially true of fruit salad, pears, etc., with peaches about the only fruit left in any quantity at all. In the standards. however, buyers are insisting on concessions, with price shading being done in several instances.

Salmon—After the strength shown at the low opening pinks are rather irregular now. while the rest of the salmon grades are weak. Price shading is reported being carried on rather extensively. Lack of active demand is keeping the market dull. No large "buys" have been reported lately.

Shrimp—Shrimp offerings continue to be confirmed to small and medium sizes, with no large fish in the market. Although the packing season in the South is open, reports seem to indicate that small packs have been the rule so far. Demand for the large sizes is rather firm, while little interest is being shown in the other grades.

CHICAGO MARKET

By "OBSERVER,"
Special Correspondent of "The Canning Trade."

Better Business Expected With Return of Vacationists and Opening of Schools—Must Buy to Replenish Low Stocks—Tomato Opinion Mixed—Corn Canners Off the Market—Peas in Comfortable Position—Indications of Advances in Canned Fruits—Necessary to Understand General Business Conditions.

Chicago, August 28, 1930.

BETTER TIMES AHEAD—The turn of September will see a nation-wide readjustment of practically every household, everybody with renewed keenness to appetite, and school children to be systematically fed, with improved practices in this direction placing canned foods to the fore in increasing degree. All of this new condition arrives to face a general shortage of stocks, both on the part of wholesalers and retailers; slow business conditions all year have prompted everybody to the lowest possible stocks on hand. They will all be forced to buy frequently and plentifully. The distributing channels of canned foods are at a distinct disadvantage because of sub-normal supplies on hand, and they may expect to pay for their delays in waiting for the scramble to set in.

We have a few clear-thinking operators in Chicago who have discounted the inevitable present circumstances, but they are not many. Most wholesalers are very short on supplies of all canned foods.

Tomatoes—Sentiment seems to be divided as to whether the shortages are as bad as reported; it is easy to find specific points where they are getting a fair pack in Northern Indiana, but when measured against the widespread reports of shortages and losses the optimists' opinions are not convincing. It is very hard to find sellers who will take on much tomato business now, feeling that they first want to safely cover their future sales, and also feeling that the rank and file of buyers will clamor louder than ever for any surpluses when the real facts regarding the crop shortage have been released. Prices seem unchanged, and the volume of business done the past week not excessive for this time of year.

Corn—Almost every canner in the Middle West off the market. Hardly any sales being made, although plenty of buyers anxious to cover at old prices, on which they are, of course, away too late.

Minnesota and the northeastern corner of Iowa seem to have a fair corn yield, other districts are all more or less injured, and it is estimated that the total production will fall far below the normal nnual consumption.

There will no doubt be some corn prices available in another ten days, after packers can really see where they stand on productions. It is very obvious that a packer who finds his pack cut into half must either double up his overhead on the balance or penalize himself a net loss for the uncarried overhead.

Buyers and sellers should weigh this carefully in gauging the new price basis.

Peas—Market quiet. Most canners have now finished the grading of their pack, and are busy with shipping out on contracts, and do not seem disposed to press for further orders at this time beyond what naturally comes through to them from a trade who are unusually low on supplies of all kinds.

California Fruits—Prices steady with rumors of at least some upturns as soon as the pack is finished. The canners are rigidly maintaining the packing schedule, and especially on cheaper fruits they are becoming increasingly indifferent as to any concessions. The latter part of the crop is very disappointing in yield of desirable fruit. As one Californian puts it, in characteristic Will Rogers style, "Well, Nature got tired of waiting for the crop control committee to get action, and so took a hand in the game of reducing the pack herself."

A Sign of the Times—At a recent meeting of a small group of big operators controlling the majority of national distribution of their product, a canned foods staple, it was decided that, although substantial price advances were in fact fully justified, they would not advance because the general sentiment of the country was against it. If excellently posted national advertisers can force their purses to support such a viewpoint it behooves the rank and file of independent canners to do likewise.

Caution for Sales Managers—There is frequently a tendency on the part of canners who operate in remoter rural districts to fail to appreciate the pulse of business as it prevails in larger centers. Very frequently a canner may be an excellent operator, but he may fail flatly as a merchandiser; at least part of this being because of his lack of knowledge of real conditions as applied to the general field of outlets. This year particularly is one for most careful study; the temper of the trade is in no condition to support advances, nor is it the policy of the administration or the public press to encourage price advances. Avariciousness this year may easily spell loss of business and disappointments.

OZARK MARKET

By "OZARKO,"
Special Correspondent of "The Canning Trade."

Lut Little Rain and Too Cold Nights — Counting on Light Yield From Late Tomatoes—Worms Causing Trouble—Pack Half Over in Some Counties—Tomatoes Running Small—New Packs Being Shipped Out Promptly—The Troubles of Mixed Carloads—Bean Prices Higher — Canners Want Goods Sold Under Their Own Labels.

Springfield, Mo., August 28, 1930.

WEATHER—From a few points in the Ozarks we have reports of short light showers during the past week, but there has been no general rainfall during that period throughout the Ozark packing district. We have been having unusually cold nights for this time in the year, and canners seem to think this is detrimental to the ripening of the tomatoes on the vines.

Tomato Crop—Canners from some parts of the district report evidence of some improvement in the tomato crop prospects in some fields, but generally speaking, there are many fields that have not been benefitted in any observable manner. The vines in the late set fields have so few tomatoes set on them, and this fruit is yet small, so it is very uncertain as to the tonnage yield per acre from any of these late fields. Canners tell us that it is impossible to make any estimate, whatever, as to what tonnage these late fields will yield. However, canners are only counting on a light yield.

Worms—Canners continue to report very considerable damage to the tomato vines by tobacco worms. In some fields one can observe tomato vines entirely strippel of all foliage. While the tomato growers are going over their fields of tomatoes daily and picking these tobacco worms from the vines and destroying them, the loss of tomato tonnage will be very considerable. Just how long this condition will last we are unable to state.

Tomato Pack to Date—In some parts of the Arkansas Ozarks canners report that they estimate they are about half through packing tomatoes for this season, as most of the tomato fields in that district were from early setting, and the damage to these early fields seems to be much greater from the long drought and high temperature than to the vines in the later-set fields. Conditions generally are so unusual in different parts of Southwest Missouri that it is not possible to make any estimate as to what any one individual canner or canning company will be able to pack in tomatoes this season, hence any estimate as to the per cent of the season's pack made up to this time would be simply a guess on the part of the writer.

Average Size Tomatoes—The average size of the tomatoes being packed in the Ozarks this year is quite a little bit less than is usual in the years when we have normal crop seasons. This means that in practically all packs put up in the district this year the cans will contain a larger number of tomatoes than has been the case in the past. During the long drought period many tomatoes on the vines in the early fields remained almost stationary in size, did not make any growth, and growers and canners tell us a tomato is going to ripen at about a certain age, whether it is large or small. This condition has added to the expense of packing tomatoes this year. The shrinkage in the tonnage is much greater with the canner on small average of tomatoes than it would be on large average fruit.

Shipment New Pack Tomatoes—Carlots of new pack tomatoes are being shipped daily from most all parts of the Ozarks. A good many of these cars are being applied on sales of futures that were made back in the early months of this year. However, on the other hand, many of these cars are spot sales made for immediate or prompt shipment, or shipment as soon as packed.

Tomato Sales—There were not as many carloads of new-pack tomatoes sold last week as compared with the sales of the week previous. However, there are sales being made every day, but at this period mostly for immediate or prompt shipment. Canners don't seem to be interested in considering confirmation on cars wanted for delayed shipment beyond the end of September. Orders that have been submitted to canners for new pack tomatoes for late November and December shipment have, as a rule, been promptly declined.

Today's Tomato Prices—Not every tomato canner in the Ozarks is willing to sell tomatoes at the lowest prices, however. We would quote the range of prices today at about as follows: 1s standard, 10 oz., 50c to 52½c; No. 300 cans, 14½ oz., 72½c; No. 303 cans, 16 oz., 75c to 77½c; No. 2 standards, 80c to 82½c; No. 2½ standards, $1.10 to $1.12½; No. 10 standards, if obtainable, $4.00 to $4.25. These prices f. o. b. factory points, Missouri or Arkansas.

Generally speaking, the only canners that will confirm sales at inside prices are that class of canners who

have sold very few, if any, futures, or the canners who are in urgent need of ready cash to pay for additional supplies, or in order to make weekly settlement with the tomato growers and the labor employed. We consider the range of prices enumerated above favorable to the jobbing grocers and other carload buyers of canned tomatoes. We reach this conclusion when we give consideration to the tomato crop prospects in all of the other tomato growing and canning districts, and the prices that are ruling at this time on offerings of new pack tomatoes from other districts.

Mixed Cars Tomatoes—We can easily observe a growing demand each year for tomatoes for mixed car shipment. These are the kind of orders most difficult for brokers to handle. Many jobbing grocers continue to buy canned tomatoes in a very niggardly way, making purchase of only a single carlot at a time, and usually for immediate or prompt shipment, and coming back into the market often for a single carlot. Sometimes this class of buyers wants as many as four sizes of canned tomatoes in a single carlot shipment. While a few canners of the Ozarks are now packing canned tomatoes in cans four or five sizes, it must be clearly understood by buyers there are just a few canners who do this, and the large majority of canners in the Ozarks pack tomatoes only in the No. 2 cans. We think it would be very businesslike for jobbing grocers who know that they will want to buy canned tomatoes in the Ozarks for mixed car shipment of two or more sizes to get in touch with some reliable and established broker, who knows the canners of the Ozarks, and endeavor to secure confirmation on sufficient number of cases to cover for several mixed carloads for shipment throughout the months of September and October, and the first half of November, if canners can be found that will confirm sales for shipment to be delayed that long.

Green Beans—There are some sales of cut green beans each week. With canners' limited holdings, we can state frankly that the market prices are somewhat firmer, if not higher, and these prices range today on No. 2s cuts 85c to 90c, and No. 10 cuts, $4.25 to $4.50, f. o. b. factory points. Some canners in the district are prepared to furnish both sizes listed for either shipment in straight carlots or mixed cars of these two sizes, or for shipment in mixed cars with tomatoes. It is mighty hard to find any offerings of spot green beans, however, in the hands of Missouri canners for shipment in mixed cars with tomatoes, and we doubt if any straight carlots of beans are obtainable in Missouri at this date.

Quality Tomatoes—From the samples of this year's pack of tomatoes we have cut we find the quality better than we had really expected, but the color is not quite as good as is usually the case when we have normal crop season in the Ozarks. Jobbing grocers and other carload buyers should give consideration to the unusually bad crop season this year when inspecting samples of tomatoes, and not be too exacting, for we believe the average canner is packing the best quality of tomatoes he finds it possible to pack this year from the fruit that nature has produced.

Tomatoes Under Canners Labels—Many canners in the Ozarks are refusing to confirm sales of this year's pack of tomatoes if same is wanted to put under buyers' labels, and many canners are instructing their brokers to make sales for them for shipment exclusively under packers' labels. All sizes of tomatoes packed in the Ozarks are being shipped out in corrugated fiber can boxes.

GULF STATES MARKET

By "BAYOU,"
Special Correspondent of "The Canning Trade."

Shrimp Pack in Alabama Section Very Light—Long, Warm Summers Account for the Delicious Flavor of Our Oysters—Worry of the Long Drought and Intense Heat Over Temporarily.

Mobile, Ala., August 28, 1930.

SHRIMP—The shrimp pack in this section is like Jimmy's very sick puppy, "It's here, and that's all." This is particularly true of Alabama, where there have been so few shrimp canned thus far this season that one hardly knows that the shrimp packing season is on. The Deep Sea Rodeo, which is now being staged for the second time in Mobile, Ala., off the coast of Dauphin Island, in the Gulf of Mexico, will have a tendency to further reduce the supply of raw material to the shrimp factories this week, because a good many of the large shrimp trawlers have been chartered for the rodeo. The rodeo is sport fishing in the Gulf for such fish as tarpon, king mackerel, bonito, Spanish mackerel, cavalla and blue fish. It lasts three days and prizes are offered for the largest fish caught, the greatest number of them, etc. There are 75 boats and 300 fishermen in the rodeo this year, and the sports come from different sections of the country to try to land the gamest of fish, the silver king tarpon.

The market is strong on canned shrimp, and the following are the prices: $1.45 for No. 1 medium and $1.65 for No. 1 large, f. o. b. factory.

Oysters—The editor of the Mobile News Item, commenting on an article on oysters in a New York newspaper, has this to say:

"The New York Times editor, who evidently is an oyster gourmet, waxes gastronomically rhapsodic over the news that the unusually warm summer has been fine for the bluenose bivalves of that coast. These oysters, we are told, took advantage of the warm season to grow large and luscious."

To those who may be unfamiliar with the rhetorical utterances of our local editor, let me assure them that the words he uses in the first paragraph are neither profane, vulgar nor sensual, but perfectly proper and bringing them down to semi-slang phrases, I will rewrite them this way: "The N. Y. Times editor, who evidently knows his onions when it comes to good things to eat, and incidentally is an oyster fiend, raves over the news that the unusually warm summer has been just right for the bluenose bivalves of that coast."

The point that was brought out by the New York editor is where our Southern oyster fits in. Our summers are always long and warm, which accounts for the delicious flavor of our oysters, but unfortunately for the industry in the South these natural advantages have been overlooked and the Gulf Coast States have done very little towards developing these natural resources.

This is particularly true of Alabama, where old and antiquated methods of tonging oysters instead of dredging is used, and the State Legislature has been slow to recognize the importance of lending its moral and financial support to the development of one of its greatest natural resources.

A bill to develop the oyster industry in Alabama is being prepared and will be presented to the legislature when this body convenes again. It is hoped that it will

be acted on favorably, because it means so much to the industry.

The meeting of the National Association of Shellfish Commission and the Oyster Growers and Dealers Association of North America, where biologists of international note, shellfish commissioners, health officials of states and of the nation and others discussed methods for conserving and developing the oyster industry on the Atlantic coast, is bound to bring wonderful results.

Those responsible for the arrangement of this great educational program at the meeting and bringing to it such expert talent certainly deserve the commendation of everyone connected with the industry, because while the discussion was principally directed to conditions in the Atlantic coast, yet the Gulf coast and other sections are also benefited, and it is to be regretted that more growers, dealers and canners from this and other Southern States were not in attendance at the meeting. They should now lend their moral and financial support by joining the Association, and they may in time bring some of the meetings South.

Beans and Okra—Drought Affects Moon—I have often heard that the moon had a big influence on the crops, vegetation and animal life of the earth, but I never heard of dry weather affecting the moon until I read the Associated Press dispatch from Lexington, Ky., August 23, which says: "Crops aren't the only Kentucky sufferers from drought. Drying of creeks in the hills has paralyzed the moonshine whiskey industry. No water means no 'moon.'"

The dispatch doesn't say that the Kentucky operators are going to petition the government for "drought relief," but it's generally understood that they are not, because they seem to get greater relief when they are let alone by the government.

The worry of the long drought and intense heat is over with temporarily for the growers and canners of the Gulf Coast section, because the important vegetable crops grown, such as beans and okra, are already in the cans, and the corn raised here is not canned (nor bottled) extensively.

Both the bean and the okra pack is moving very satisfactorily. The price of cut stringless beans is $1.10 per dozen for No. 2, $1.35 per dozen for No. 2½ and $5.25 per dozen for No. 10, f. o. b. cannery.

The price of cut okra is $1.00 per dozen for No. 2, whole okra $1.35 per dozen for No. 2, and okra and tomato is $1.30 per dozen for No. 2, f. o. b. factory.

CALIFORNIA MARKET

By "BERKELEY,"
Special Correspondent of "The Canning Trade."

Buying of Canned Fruits Light—Foreign Demand Disappointing—Prices Improving—Larger Sizes of Peaches Scarce—Some Canners Out of the Market on Tomatoes—Salmon Situation Clearing — Packing Beans—Better Pineapple Pack Than Expected—Glut of Pears.

San Francisco, August 28, 1930.

BUYING LIGHT—A fair volume of business is being booked on California canned fruits, but this is scarcely as heavy as was expected when opening prices were announced. Domestic business in some parts of the country is quite satisfactory, but buying for export is generally disappointing. Buyers abroad permitted their stocks to get down to extremely low levels when fruit prices were comparatively high and were expected to come into the market in quite a substantial manner when low prices were named on the new pack. They seem to feel, however, that even more outstanding bargains may be picked up later and are not anticipating requirements on a large scale. Instead of weakening, the market is growing firmer and withdrawals are being made on some fruit items, with others getting well sold up. Apricots in the fancy and choice grades are in comparatively light supply, and there is also a scarcity of No. 10 water and pie fruit. In cling peaches, now being packed, there is a noticeable scarcity of large count fruit, and some packers are declining further business on this item. This fruit is running more to smaller sizes than in many years. The pear pack is coming along in good shape, but the output is being curtailed to the quantity that can be moved.

Tomatoes—Considerable interest has been shown of late in California canned tomatoes, and a considerable part of the expected pack has already been disposed of. Some canners are holding solid pack above the opening list, and others are out of the market until the pack can be estimated with a little more accuracy. The crop here is in good shape, and an average pack is expected, but only about half a pack is expected from Utah, where tomatoes have been attacked by blight. Prices in the San Francisco market are about as follows: Standards, No. 1, 70c; No. 2, 85c; No. 2½, $1.05, and No. 10, $3.25. Solid pack, No. 1, 90c; No. 2, $1.15; No. 2½, $1.50, and No. 10, $4.75.

Salmon—The canned salmon situation is still a rather muddled one, with prices on some grades still unsettled, but there are indications that the market will soon become stabilized. Despite the high price found necessary on Alaska reds, as a result of the extremely light pack, a large proportion of advance orders on this fish has been confirmed and holdings remaining in first hands are limited. Several packers have withdrawn offerings of pinks and chums at the opening prices of $1.00 and 90c, respectively, claiming that these prices are unreasonably low and unwarranted by conditions. One concern has advanced its prices on pinks to $1.15, but is still offering chums in limited quantities at 90c.

Beans—The packing of string beans has been under way for some time in the San Jose district, but the output has been rather light, owing to the slow maturing of the crop. Efforts have been made to improve grades this year, as last year's pack of the lower grades moved very slowly, while no difficulty was experienced in moving the fancy pack.

Pineapple—Estimates of this year's pack of Hawaiian pineapple, originally placed at 10,000,000 cases, are steadily being revised upward, and an 11,000,000-case pack, the largest on record, now seems in sight. Growing conditions have been ideal, and new acreage is coming into bearing. A very large part of this huge pack has already been disposed of, and the market is in a very firm condition. Early deliveries have been specified by many buyers and heavy shipments are being received through the port of San Francisco. During July one shipping concern handled 1,600,000 cases, and its August cargoes totaled more than 2,000,000 cases.

Exports Off—Canners are not the only ones who would like to see an improvement in export business. During the past year there has been a very light movement of canned fruits to foreign countries and shipping lines dependent upon business of this kind have been hard hit. Intercoastal trade has also been light, as a considerable part of the 1929 pack has remained in Cal-

ifornia warehouses. Now that the lowest prices in years are in effect on California fruits, a revival in business is expected, and within a short time steamship operators expect to see a noticeable improvement.

Peach Yield Below Estimate—The tonnage of harvested peaches in the great cling belt of the Sacramento Valley is falling below estimates made for the Cling Peach Control Committee early in the spring. As a result, many growers instructed to drop a part of their crop of midsummers have been notified to pick full crops of the late varieties. The Cling Peach Control Committee, which maintains a very effective working organization, has offices at 215 Market street, San Francisco.

Pears—Growers of pears in California are having difficulty in disposing of their crops at a profit. The Eastern demand is at a low level and many shipments have been made at a loss. Canners are unable to care for all the fruit offered, and quantities will not be harvested.

What Canned Foods Distributors are Doing

A. & P. Shows Great Increase—American Stores Shows Falling Off in Net Business—Protect Attack on Private Labels—National Grocery Applies for Temporary Receivership—Wholesale Grocers to Meet.

A. & P. SHOWS 100 PER CENT SALES INCREASE IN FOUR YEARS—The Great Atlantic and Pacific Tea Company has continued to do business on a greater scale yearly to the point where the company now does a quarter of the entire chain-store business of the country. Sales volume has virtually doubled to approximately $1,100,000,000 per annum in the past four years.

In spite of much lower prices generaly, compared with the same time last year, July sales reached a new high level for that month, both as to dollar value and tonnage. Dollar sales for July, 1930, were 3.26 per cent higher than the sales for the same period last year, while sales for the first five months of the company's fiscal year, which begins Marsh 1, amounted to $454,371,945, an increase of $31,691,923, or 7.5 per cent over the previous year.

This growth has not been due to a policy of wholesale opening of new stores, for the number of units has remained fairly steady for the past few years at around 15,000. The company has opened a few new stores on the Pacific Coast this summer, as well as several hundred in Canada since the spring of last year. The A. & P. has followed the policy of enlarging its sales capacity through installation of meat, vegetable and fruit departments in units now operating. It is now testing out the consumer demand of certain drug lines, such as toothe paste, cold cream and standard remedies, as well as installing cafeterias and lunch counters in several of their Eastern stores.

Each unit, figuring on a total of 15,000 stores, is averaging $1,400 each week, or a yearly total of $72,800. The company has been showing a net profit of approximately 2.5 cents on each dollar of business for some time, although the 1929 net reached 2.48 per cent. Allowing the same basis for 1930, each unit, on the average, is turning in a profit of $1,800 annually, or but little over $36 a week. Such profits are equal to 23 per cent on the total investment, capital and surplus, which aggregates $118,600,000, or $7,900 for each store.

The $70,000,000 inventory, which takes in all the stocks in the more than 100 immense warehouses, bakeries and plants, amounts to slightly more than $4,500 for a unit. Last year's inventory turnover was approximately sixteen times.

It is understood that A. & P. has cleaned up a fortune this year on certain commodities, especially coffee. The company is the world's largest distributor of coffee, selling over 2,750,000 pounds weekly. Last December the company took the lead in reducing coffee prices with a cut of four cents a pound. This step resulted in over a 1,000,000 pound increase in the week's coffee sales, while the company followed the initial slash with several further price reductions. Comparing the present prices for the company's three brands, one is surprised at the difference, the prices last year being 47, 41 and 37c a pound, while the same brands are now being quoted at 37, 29 and 25c a pound. Further reductions are expected, as coffee futures are now at the lowest level since 1921.

The following table of staples showing comparative prices of this year and last year illustrates the wide reductions:

	Aug., 1929	Aug., 1930
Eggs, dozen	37c	25c
Evaporated milk, cans, 3 for	27c	4 for 29c
Bread, loaf	8c	7c
Potatoes, peck	55c	33c
Flour, bag	$1.25	95c
Sugar, lbs., 10 for	53c	10 for 47c
Tomatoes, lbs., 4 for	25c	6 for 25c

American Stores Company Net Off 11.6 Per Cent—American Stores Company showed an increase of 1.1 per cent in gross and a decrease of 11.6 per cent in net income for the first six months of 1930, as compared with the corresponding period of 1929. As was the case in all chain food stores, profits over this period were lowered by the declining price scale of commodities, which made necessary markdowns in inventories. The policy of the American Stores of immediately passing along to the consumer any lowering of either wholesale or commodity prices also tended to reduce the profits. For the first six months gross totaled $71,538,496 and the net $2,667,189, compared with $70,276,750 and $3,017,362, respectively, in the same period in 1929.

For the first half of 1930 net income was 3.4 per cent of gross after all charges and taxes against 4.2 per cent in the same period in 1929. Because the company does not make a full report the exact profit margin on each dollar of sales, after charges but before taxes for the first six months, cannot be figured. This margin of profit was 4.8 per cent in 1929.

No real gain in tonnage turnover has been shown in spite of the increase of 1.1 per cent in the dollar value of sales, as it is estimated that retail prices were approximately 10 per cent lower in the first six months of 1930 as compared with the early half of 1920. On the basis of its 1929 report, which showed average sales for each unit at $54,215, the American Stores has one of the highest averages for sales per store of any of the chain store grocery companies. The policy of the company is not so much to expand, although there have been 25 new stores opened in Syracuse since January of this year, as to obtain the maximum efficiency from each unit of the company.

The company now operates approximately 2,675 stores covering all the principal cities and towns of Pennsylvania, New Jersey, Delaware, Maryland and Washington, D. C. Several units are also operated throughout the upper part of New York State. Although no expansion through merging or purchasing any other chain store organization is contemplated, the company will, as desirable locations are available, from time to time open new units.

The extremely hot weather in the latter part of July caused the month's sales to fall below those of the corresponding month of the year before, the weather also having an unfavorable bearing on the sales in the early part of August. Spurred on by the drought, however, sales of canned foods have shown a sharp increase.

As the company normally does a much larger business in the latter part of the year, the outlook for the balance of the year is favorable. Commodity price changes have reacted to the advantage of the company so far, and should the levels hold it will probably be reflected in an increased margin profit being shown. For 1929 American Stores reported net income of $6,594,822, equal to $4.25 a share on 1,551,728 shares outstanding at end of period. Gross sales for the year totaled $143,346,157.

Net earnings for the first half of 1930 were equivalent to $1.75 a share on the outstanding 1,516,771 shares of capital stock, against $1.81 n 1,661,761 shares in the period in 1929. For the past several years years the company has been paying an extra dividend of 50c in the last quarter in addition to the regular annual dividend of $2.00.

Reduction of the number of shares outstanding in the open market is due to the policy of the company in purchasing its stock

from the general market. These purchases are held in the treasury of the company, and as of June 30 treasury stock totaled 244,666 A shares. In the past the company has followed the practice of obtaining the stocks in the open market, and from time to time offering it to employes at prices under the market.

Protest Against Attacks on Private Labels—Wholesale grocers are protesting against attacks centering on private labels, which have been published in the form of editorials in one of the leading national magazines. The publishers of these magazines, enjoying large revenues from national advertisers, have been conducting a publicity campaign to educate the consumer to the belief that unless a product is advertised and known all over the country that it is untrustworthy.

The editorial objected to follows: "Substitution is essentially a selfish process. The substitute is a parasite. It seeks to ride on the hardwon and established reputation of other products. Because it is unknown, because it rarely publishes a statement of its merits, it has no reputation at stake. If it fails to justify your confidence, it can change its label and come forth again under a new name.

"Can you think of any good reason why you should accept the unknown instead of the known; the untried instead of the tested; the doubtful instead of the sure?"

This statement appeared in the editorial pages of a well known national magazine, which also carries paid for advertisements carrying the same message.

Commenting on this statement a Chicago grocery publication says: "It is a direct disparagement of the products of small manufacturers and dealers who do not widely advertise their products in anational magazines. It brands those products as 'parasites' and 'substitutes' and strongly intimates that they are inferior.

"By its warning against the 'substitute' that 'rarely publishes a statement of its merits' it insinuates that no product is to be trusted except those of which millions are spent in national advertising in such national publications."

The editorial says that the statement is a reflection on manufacturers of the greater part of the food supply of the country. Nationally advertised brands compose a minority of the food trade in the United States.

The statement is rather a slur cast on the carefully guarded private labels of the grocery jobbers, voluntary chains, the chains and the large independent. There are plenty of small manufacturers with clean, efficient plants, who are able to handle a satisfactory volume of business without recourse to national advertising. The larger manufacturers are probably not in sympathy with the efforts being made to cast doubt of the reliability of the private labels. They don't need such help and it does not help their standing.

The New Era goes on "The well known national brand, with consumer acceptance and a reputation for rigorous grading for quality and fair treatment of dealers, can stand on its own merits. Its manufacturers do not mean to insult their jobbers and chains through which they sell by dubbing products of their own customers as 'parasites' and 'substitutes'. They ought to make it plain to the trade that they are not parties to a mud-throwing campaign."

It is the rule rather than the exception in advertising to sell your products through its superiority to your competitors rather than through attacks on your competitors goods and this is the way it should be.

National Grocery Applies For Temporary Receivership—The petition for voluntary receivership of the National Grocery Company, which recently completed its shift from a wholesale house to a chain store organization has been granted in Wayne County Circuit Court, according to dispatches from Detroit.

The court appointed the Union Guardian Trust Company as receiver for the company. A hearing on petition to make the receivership permanent will be held on September 10th. The company has recently disposed of the wholesale end of its business retaining only the institution and hotel trade department conducted from its Detroit office. The company realized approximately $450,000 from the sale of its four wholesale branches in the upper part of the State.

Wholesale Grocers to Hold Meeting—President Branham, of the National Wholesale Grocers' Association, announced that there will be a sectional meeting for Wholesale Grocers of New England and the surrounding territory held in Boston on November 6th.

The meetings, the eighth of its kind, will be composed of three sessions, morning, second and afternoon session. At the first and third sessions problems of the wholesale grocers will be discussed while the second session will be a luncheon.

Further announcement will be made regarding the program by Mr. Branham.

CANNING NEWS AND NOTES

What's doing in all parts of the Country. New firms, changes, etc.

Operating New Factory—The E. A. Hulsey Canning Company, Green Forest, Ark., has built a new tomato cannery about eight miles south of Eureka Springs, Ark. About 150 acres of tomatoes have been contracted for the new cannery, which because of the drought is expected to yield a 50 to 75 per cent crop. Several other new canneries have been built this year in this section.

New Power Plant—The Lippincott Company have completed an extensive addition to the power plant at their Boonville, Ind., factory, giving sufficient power to care for 3,000 acres of tomatoes.

Seedless Cucumber Developed—Horticulturists at the State Agricultural Experiment Station in Geneva, N. Y., have developed a seedless cucumber, which is now being offered to commercial growers for further testing.

New Company Operating—The Midwestern Food Products Corporation, Muscatine, Iowa, recently incorporated as a reorganization of the Giesler Packing Co., is in the midst of its first packing season with a staff of 300 employes. A large pack of tomatoes, pumpkin, kraut and pickles is expected. J. B. Giesler is president of the new company.

Brokers Merge—The Wichita, Kan., branch of the Ford & Salinger Brokerage Co., St. Louis, Mo., and the Ridnour Brokerage Co., of Wichita, have merged under the firm name of Ford-Salinger-Ridnour Brokerage Co. Isidor Salinger, vice-president of Ford & Salinger, becomes president of the new organization.

Active management will rest with John L. Lumsdon, former manager of the Wichita branch, who becomes vice-president and general manager of the new corporation. George E. Heberling, formerly with the Ridnour organization, becomes secretary and treasurer. Messrs. Salinger, Lumsdon and Heberlin, together with James L. Ford, Jr., and Oscar Fischer, make up the directorate.

Glen S. Ridnour, founder of the Ridnour Brokerage Co., has not been active in the business for several months, having been made sales manager of the Sun-Maid Raisin Growers Association, with headquarters at Fresno, Calif.

Citrus Cannery—W. H. Mouser & Co., citrus fruit packers, with headquarters at Orlando and branches in various Florida fruit centers, have announced plans for the construction of a canning plant at Lakeland, Fla., at a cost of approximately $28,000.

Citrus Cannery—Work is progressing rapidly on the canning factory being erected for the Florence Citrus Growers Association. The plant is to cost approximately $165,000.

Dead—Arthur L. Ducann, for more than forty years identified with the canning industry in California and manager for H. G. Prince & Co., Oakland, Cal., for several years prior to its purchase by the California Packing Corporation two years ago, passed away at San Francisco August 19th. He is survived by his widow, Mrs. Marie Duncan, and a daughter, Jean Duncan. A native of Dunedin, New Zealand, Mr. Duncan came to San Francisco while a youth, and most of his life was spent here.

WAREHOUSING

Field and Metropolitan warehousing, the first merging into the latter if desired.

FINANCING

Loans arranged thro' affiliated organization at lowest rates consistant with collateral available.

SERVICE

General information, available thro' wide spread contacts with producers and consumers, a service we offer to clients.

GUARDIAN WAREHOUSING COMPANY
222 West Adams Street
Chicago.

—Since 1913— Reference: National Bank of Baltimore
CANNED FOODS BROKERS COMMISSION MERCHANTS

Howard E. Jones & Co., Inc.

200-202 E. Lombard St. at Calvert St., Baltimore, Md.

Slaysman & Co.

Automatic Can Making Machinery

801 E. Pratt Street -:- Baltimore, Md.

50 Years of Service to Canners

Thos. J. Meehan & Co., Inc.

(Thos. L. North)
11 W. Redwood Street, Baltimore Md.
BROKERS and COMMISSION MERCHANTS
Canners' Accounts Solicited for Tip-Top Buyers.

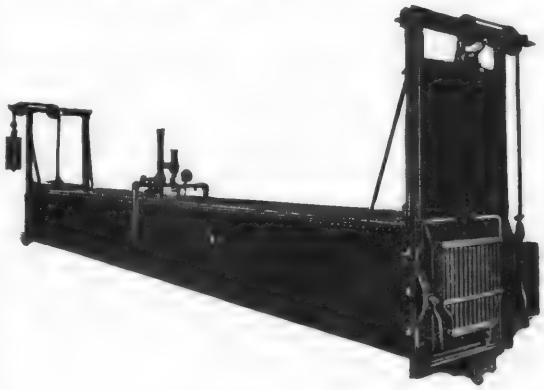
J. Harry Cain

Merchandise Broker

Canned Foods a Specialty

Phoenix Building, -:- Baltimore, Md.

OYSTER STEAM BOX



With improved sliding doors, doing away with the hinged tracks, giving increased service

Edw. Renneburg & Sons Co.

MACHINE AND BOILER WORKS
2639 Boston Street Baltimore, Md.

WORKS
ATLANTIC WHARF, BOSTON STREET & LAKEWOOD AVE.
BALTIMORE - - MARYLAND

CANNERS SEED PEAS

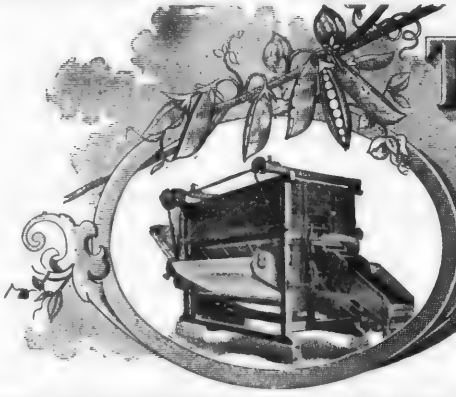
Our seed peas are grown under the personal supervision of members of our firm in the Pacific Northwest where climatic conditions are most favorable for high vitality.

"OUR SEEDS GROW FRIENDS"

WRITE FOR FUTURE CONTRACT PRICES

Washburn-Wilson Seed Co.

Moscow, Idaho



The Scott Viner Co.

PEA HULLING MACHINERY

773 E. MARKISON AVENUE

Columbus, Ohio

THOM A. SCOTT (FORMER MANAGER OF THE LIQUIDATED CHISHOLM-SCOTT CO.) GEN. MGR.

BLISS

HIGH SPEED AUTOMATIC CAN MAKING MACHINERY

Perfectly Flanged Bodies

300 a Minute

The Bliss No. 315-K Automatic Flanger is an 8-head, continuous operating machine that flanges both ends of can bodies at the rate of 300 a minute.

The list of can manufacturers who have for years used Bliss Flangers includes the best-known names in the can industry. These concerns manufacture cans every day and must have the best equipment.

Builders of the 300 a minute line

E. W. BLISS CO. BROOKLYN N. Y., U. S. A.

Sales Offices { Detroit, Cleveland, Chicago, Cincinnati, Philadelphia, New Haven, Rochester

LABELS

—as you like them
—when you want them

We are so located that we can take care of all your wants, promptly, dependably.

Avoid a rush-job. Give us time and we can give you the better job. But we can take care of the rush job, too.

—Labels of every description
—As many colors as desired
—And at the right prices

Piedmont Label Co., Inc.
Bedford, Va.

SMILE AWHILE

There is a saving grace in a sense of humor.

Relax your mind—and your body. You'll be better mentally, physically—and financially.

SEND IN YOUR CONTRIBUTION.
All are welcome.

CLOSE SHAVE

"Doesn't that mule ever kick you?"

"No, sah, he ain't yet, but he frequently kicks de place where Ah recently was."

"Officer, I left my car here a few minutes ago, and now it's gone."

"Looks like somebody must have stolen it."

"No, it couldn't have been that. It was insured against theft."

Valuable Package—Tommy, can you tell me one of the uses of cowhide?

"Er, yessir. It keeps the cow together."

Little Johnny—Look at that rhinoceros.

Little Willie—That ain't no rhinoceros, that't a hippopotamus. Can't you see it ain't got no radiator cap.

A cynic recently said of his wife: "At the end of the evening she was so tired she could hardly keep her mouth open."

"Are you of the opinion, James," asked a slim looking young man of his companion, "That Dr. Quack's medicine does any good?"

"Not unless you follow the directions."

"What are the directions?"

"Keep the bottle tightly corked."

"Your methods of cultivation are hopelessly out of date," said the youthful agricultural graduate to the old farmer. "Why, I'd be astonished if you got even 10 pounds of apples from that tree."

"So would I," replied the farmer. "It's a pear tree."

The speaker was enumerating in impassioned tones the evils of the day.

"What we want to do," he cried, "is to get rid of socialism, radicalism, bolshevism, communism, anarchism and sovietism."

"And, while we're about it," chimed in a weather-beaten old man, "can we throw in rheumatism."

"How do you know that it was a stork and not an angel that brought your little brother?"

"Well, I heard daddy complaining about the size of the bill, and angels don't have bills."

The physician was giving a formal talk on physiology.

"Also," he remarked, "it has recently been found that the human body contains sulphur."

"Sulphur!" exclaimed the girl in the blue and white blazer. "And how much sulphur is there, then, in a girl's body?"

"Oh, the amount varies," said the doctor, smiling, "according to the girl."

"Ah!" returned the girl, "and is that why some of us make better matches than others?"

WHERE TO BUY

—— the Machinery and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES, Pastes and Gums.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.

ADJUSTER, for Chain Devices.
Hamachek Mach. Co., Kewaunee, Wis.
Apple Paring Machines. See Paring Mach.

BASKETS, Picking.
Planters Mfg. Co., Portsmouth, Va.
Swing Bros., Inc., Ridgely, Md.

BEAN SNIPPER.
Chisholm-Ryder Co., Niagara Falls, N. Y.

BEET MACHINERY.
Ayars Mach. Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BELTS, Carrier, Rubber, Wire, etc.
La Porte Mat and Mfg. Co., La Porte, Ind.
Bean Cleaners. See Clean and Grad. Mach.
Beans, Dried. See Pea and Bean Seed.

BLANCHERS, Vegetable and Fruit.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Blowers, Pressure. See Pumps.

BOILERS AND ENGINES, Steam.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.
Bottle Caps. See Caps.
Bottle Cases, Wood. See Boxes, Crates.
Bottle Corking Machines. See Bottlers Mchy.

BOTTLERS' MACHINERY.
Ayars Mach. Co., Salem, N. J.
Edw. Ermold Co., New York City.
Bottle Screw Caps. See Caps.

BOXES, Corrugated Paper.
U. S. Printing & Litho. Co., Cincinnati, Ohio.

BOX (Corrugated) SEALING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.
Boxes, Corrugated Paper. See Cor. Paper Prod.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.

BOXING MACHINES.
Fred H. Knapp Corp., Ridgewood, N. J.
Westminster Machine Works, Westminster. Md.

BROKERS.
J. Harry Cain, Baltimore.
Howard E. Jones & Co., Baltimore.
Thomas J. Meehan & Co., Baltimore.
Phillips Sales Co., Cambridge, Md.
Buckets and Pails, Fiber. See Corr. Paper Products.
Buckets and Pails, Metal. See Enameled Buckets.
Buckets, Wood. See Cannery Supplies.

BURNERS, Oil, Gas, Gasoline, etc.
A. K. Robins & Co., Inc., Baltimore.

BY-PRODUCTS, Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Cabbage Machinery. See Kraut Mchy.

CANNERS, Fruits and Vegetables, etc.
California Packing Corp., San Francisco.

CAN COUNTERS.
Ams Machine Co., Max, New York City.
Ayars Mach. Co., Salem, N. J.
Can Conveyors. See Conveyors and Carriers.
Can Fillers. See Filling Machines.

CAN MAKERS' MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago.
Slaysman & Co., Baltimore.
Can Markers. See Stampers and Markers.

CAN SEALING COMPOUNDS.
Ams Machine Co., Max, New York City.

CAN WASHING MATERIALS.
J. B. Ford Co., Wyandotte, Mich

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Heekin Can Co., Cincinnati, O.
Metal Package Corp., New York-Baltimore.
Phelps Can Co., Baltimore.
Phillips Can Co., Cambridge, Md.

CAN WASHING MACHINES.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

CANNERY SUPPLIES.
Ayars Mach. Co., Salem, N. J.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.
Can Stampers. See Stampers and Markers.

CAPPING MACHINES, Soldering.
Ayars Mach. Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Gravity.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Cartons. See Corrugated Paper Products.
Catsup Machinery. For the preparatory work: see Pulp Mchy; for bottling: see Bot. Mchy.
Chain Belt Conveyors. See Conveyors.
Chain for Elevating, Conveying. See Conveyors.
Checks, Employers' Time. See Stencils.
Chutes, Gravity, Spiral. See Carriers.

CLEANERS AND CLEANSERS.
J. B. Ford Co., Wyandotte, Mich.

CLEANING AND GRADING MACHY., Fruit.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Cleaning and Washing Machines, Bottle. See Bottlers' Machinery.
Cleaning Machines, Can. See Can Washers.

CLOCKS, Process Time.
Ayars Mach. Co., Salem, N. J.
Sprague-Sells Corp., Chicago.

CLOSING MACHINES, Open Top Cans.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.
Coils, Copper. See Copper Coils.
Condensed Milk Canning Machinery. See Milk Condensing Machinery.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

COOKERS, Continuous, Agitating.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.
Souder Mfg. Co., Bridgton, N. J.
Cookers, Retort. See Kettles, Process.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Sprague-Sells Corp., Chicago.

COPPER COILS, for Tanks.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Copper Jacketed Kettles. See Kettles, Copper.

CORKING MACHINES.
Edw. Ermold Co., New York City.

CORN COOKER-FILLERS.
Ayars Mach. Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
United Company, Baltimore.
Corn Mixers and Agitators. **See Corn Cooker Fillers.**

CORRUGATED PAPER PRODUCTS (Boxes, Bottle Wrappers, etc.).
U. S. Prt. & Litho. Co., Cincinnati, O.
Counters. See Can Counters.
Countershafts. See Speed Reg. Devices.

CRANES AND CARRYING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Cutters, Corn. See Corn Cutters.
Cutters, Kraut. See Kraut Machinery.
Cutters, String Bean. See String Bean Mchy.

CULTURES, Inoculation.
Strasburger & Siegel, Baltimore.

DECORATED TIN (for Cans, Caps, etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Dies, Can. See Can Makers' Mchy.
Double Seaming Machines. See Closing Mach.

DRYERS, Drying Machinery.
Edw. Renneberg & Sons Co., Baltimore.
Slaysman & Co., Baltimore.
Employers' Time Checks. See Stencils.

ENAMELED BUCKETS, PAILS, Etc.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Engines, Steam. See Boilers and Engines.
Enamel-Lined Kettles. See Tanks.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneberg & Sons Co., Baltimore.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.
Factory Stools. See Stools.
Factory Supplies. See Cannery Supplies.

FACTORY TRUCKS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.
U. S. Prt. & Litho. Co., Cincinnati, O.

FIBRE PRODUCTS, Boxes, Boxboards, Etc.
U. S. Printing & Litho. Co., Cincinnati, Ohio.
Fillers and Cookers. See Corn Cooker-Fillers.
Filling Machines, Bottles. See Bottlers' Mchy.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.
Filling Machine, Syrup. See Syruping Mach.

FINANCING AND WAREHOUSING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.

FINISHING MACHINES, Catsup, Etc.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Friction Top Cans. See Cans, Tin.
Fruit Graders. See Clean. & Grad. Mchy., Fruit.
Fruit Parers. See Paring Machines.

FRUIT PITTERS AND SEEDERS.
Huntley Mfg. Co., Brocton, N. Y.
Fruit Presses. See Cider Makers' Machinery.
Gasoline Firepots. See Cannery Supplies.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Generators, Electric. **See Motors.**

WHERE TO BUY---*Continued*

GLASS-LINED TANKS.
Sprague-Sells Corp., Chicago.

Governors, Steam. See Power Plant Equipment.
Gravity Carriers. See Carriers and Conveyors.
Green Corn Huskers. See Corn Huskers.
Green Pea Cleaners. See Clean. and Grad. Mchy.
Hoisting and Carrying Machines. See Cranes.
Hullers and Viners. See Pea Hullers.
Huskers and Silkers. See Corn Huskers.

INOCULATION, for Peas, etc.
Strasburger & Siegel, Baltimore.

INSURANCE, Canners'.
Canners' Exchange, Lansing B. Warner, Chicago.
Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
Sprague-Sells Corp., Chicago.

KETTLES, Copper, Plain or Jacketed.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Kettles, Enameled. See Tanks, Glass-Lined.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Mach. Co., Baltimore.

KNIVES, Miscellaneous.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT CUTTERS.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

KRAUT MACHINERY.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.

LABELING MACHINES.
Edw. Ermold Co., New York City.
Fred H. Knapp Corp., Ridgewood, N. J.
Morral Bros., Morral, Ohio.
Sprague-Sells Corp., Chicago.
Westminster Mach. Works, Westminster, Md.

LABEL MANUFACTURERS.
H. Gamse & Bro., Baltimore.
R. J. Kittredge & Co., Chicago.
National Color Printing Co., Baltimore, Md.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore.
Stecher Litho. Co., Rochester, N. Y.
U. S. Printing and Litho. Co., Cincinnati.

LABORATORIES, for Analyses of Goods, Etc.
National Canners Assn., Washington, D. C.
Strasburger & Siegel, Baltimore.

LIMA BEAN RUBBERS.
The Scott Viner Co., Columbus, O.
Markers, Can. See Stampers and Markers.
Marmalades, Machinery. See Pulp Machinery.

MILK CONDENSING AND CANNING MCHY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
A. K. Robins & Co., Inc., Baltimore.
Molasses Filling Machine. See Filling Mach.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Edw. Renneburg & Sons Co., Baltimore.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Packers' Cans. See Cans.
Pails, Tubs, etc., Fibre. See Fibre Cont.
Paper Boxes. See Corrug. Paper Products.

PARING MACHINES.
Sinclair-Scott Co., Baltimore.

PASTE, CANNERS'.
Edw. Ermold Co., New York City.
F. G. Findley Co., Milwaukee, Wis.
Fred H. Knapp Corp., Ridgewood, N. J.
A. K. Robins & Co., Inc., Baltimore.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Scott Viner Co., Columbus, O.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEA VINE FEEDERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.
A. K. Robins & Co., Inc., Baltimore.
Peach and Cherry Pitters. See Fruit Pitters.

PEELING MACHINES.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Perforated Sheet Metal. See Sieves and Screens.
Picking Boxes, Baskets, etc. See Baskets.
Picking Belts and Tables. See Pea Can. Mchy.

PINEAPPLE MACHINERY.
Sprague-Sells Corp., Chicago.
Zastrow Machine Co., Baltimore.
Platform and Wagon Scales. See Scales.
Picking Belts and Tables. See Pea Machinery.
Power Presses. See Can Makers' Machinery.
Power Transmission Machinery. See Power Plant Equipment.

PRESERVERS' MACHINERY.
F. H. Langsenkamp Co., Indianapolis.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

PULP MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sinclair-Scott Co., Baltimore.
Sprague-Sells Corp., Chicago.

PUMPS, Air, Water, Brine, Syrup.
Ams Machine Co., Max, New York City.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Slaysman & Co., Baltimore.
Retort Crates. See Kettles, Process.
Rubber Stamps. See Stencils.
Saccharometers (syrup testers). See Cany. Sup.

SALT DISTRIBUTING MACHINE.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.

SEALING MACHINES, Box.
A. K. Robins & Co., Inc., Baltimore.
Fred H. Knapp Corp., Ridgewood, N. J.
Sanitary Cleaner and Cleanser. See Cleaning Compounds.
Sanitary (open top) Cans. See Cans.
Sardine Knives and Scissors. See Knives.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Scalding and Picking Baskets. See Baskets.
Sealing Machines, Bottle. See Bottlers' Mchy.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Rogers Bros. Seed Co., Chicago.
Washburn-Wilson Seed Co., Moscow, Idaho.
Separators. See Pea Canning Mchy.
Sealing Machines, Cans. See Closing Machines.

SHEET METAL WORKING MACHINERY.
Ams Machine Co., Max, New York City.
E. W. Bliss & Co., Brooklyn, N. Y.
Cameron Can Mchy. Co., Chicago, Ill.
Slaysman & Co., Baltimore.

SIEVES AND SCREENS.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.

SILKING MACHINES, Corn.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sprague-Sells Corp., Chicago.
Sorters, Pea. See Cleaning and Grading Mchy.

SPEED REGULATING DEVICES (for Machines, Belt Drives, etc.).
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
Sinclair-Scott Co., Baltimore.
Supply House and General Agents. See General Agents.

STAMPERS AND MARKERS.
Ams Machine Co., Max, New York City.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.
STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, etc.
A. K. Robins & Co., Inc., Baltimore.

STIRRERS FOR KETTLES.
Sprague-Sells Corp., Chicago.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Burton Cook & Co., Rome, N. Y.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Tables, Picking. See Canners' Machinery.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Slaysman & Co., Baltimore.
Sprague-Sells Corp., Chicago.

TANKS, Glass Lined, Steel.
Sprague-Sells Corp., Chicago.

TANKS, Wooden.
Sprague-Sells Corp., Chicago.

TELEPHONE, TELEGRAPH, Quick Service.
Amer. Telephone and Telegraph Co.—Everywhere.
Testers, Can. See Can Makers' Machinery.
Ticket Punches. See Stencils.

TIN PLATE.
American Sheet and Tin Plate Co., Pittsburgh.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.

TOMATO PEELING MACHINE.
A. K. Robins & Co., Inc., Baltimore.

TOMATO WASHERS.
Berlin-Chapman Co., Berlin, Wis.
Huntley Mfg. Co., Brocton, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore.
Sprague-Sells Corp., Chicago.
Variable Speed Countershafts. See Speed Reg.

VINERS & HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.

WAREHOUSING AND FINANCING.
Guardian Warehousing Co., Chicago.
Wakem & McLaughlin, Chicago.
Washers, Bottle. See Bottlers' Machinery.

WASHERS, Can and Jar.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore.

WASHERS, Fruit, Vegetable.
Ayars Machine Co., Salem, N. J.
Huntley Mfg. Co., Brocton, N. Y.
Scott Viner Co., Columbus, O.
Sprague-Sells Corp., Chicago.
Washing and Scalding Baskets. See Baskets.
Windmills and Water Supply Systems. See Tanks, Wood.

WRAPPERS, Corrugated, Bottle.
Hinde & Dauch Paper Co., Sandusky, Ohio.
Wrapping Machines, Can. See Labeling Mach

WYANDOTTE, Sanitary Cleaner.
J. B. Ford Co., Wyandotte, Mich.

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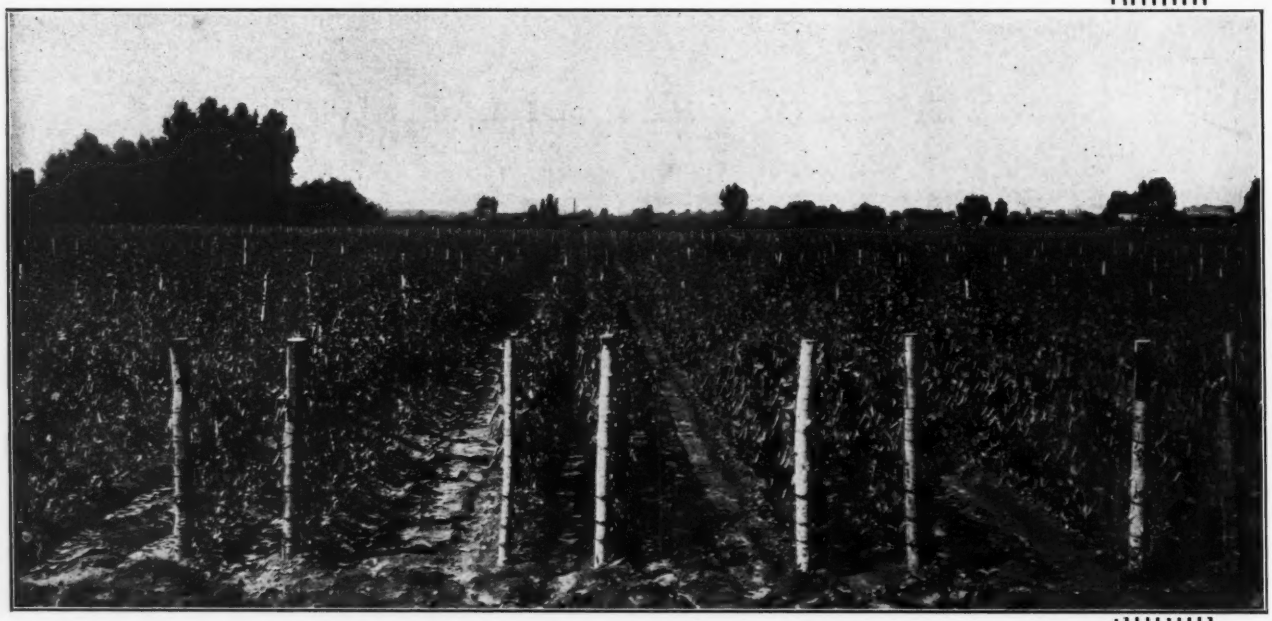

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